

GRAIN & FEED JOURNALS

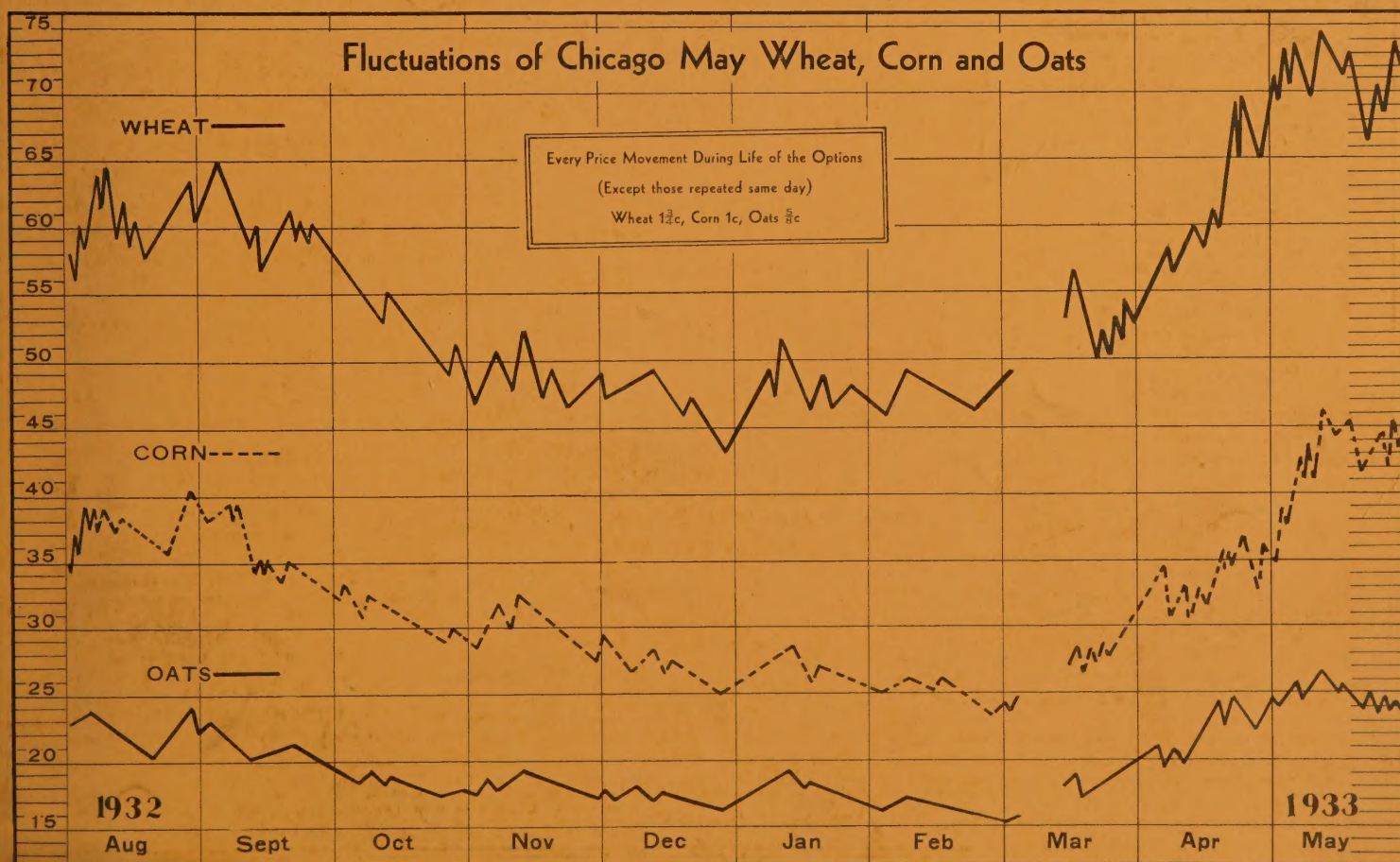
CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

In This Number

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The Vacillations of the May Option, August, 1932, to May, 1933, Inclusive.
[For Reviews of the Life of the May Option see page 396]

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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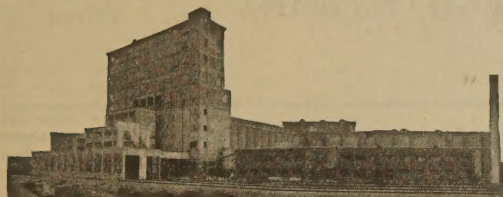
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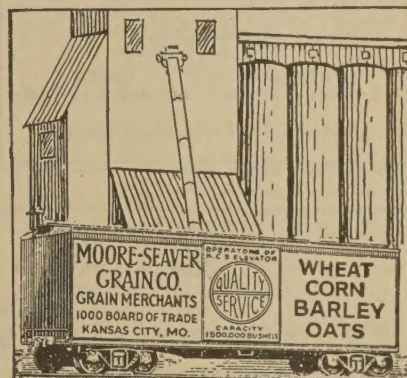


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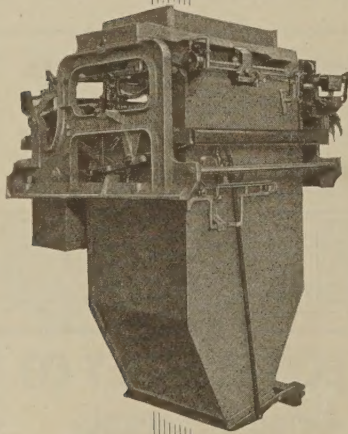
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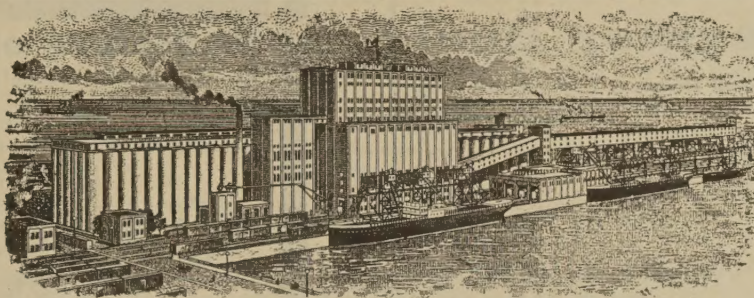
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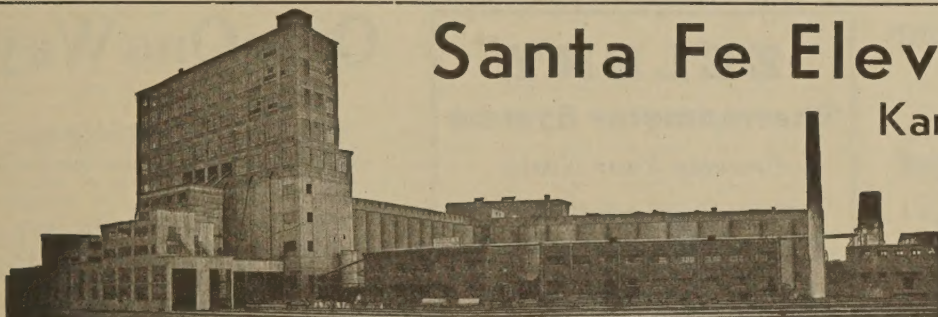
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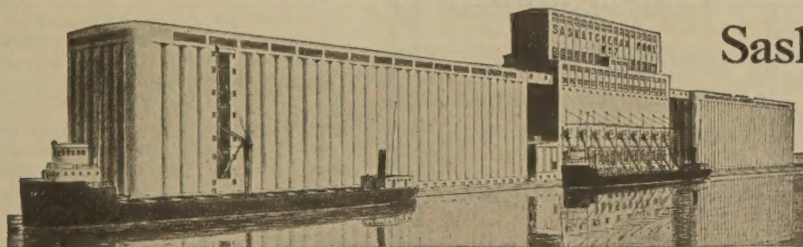
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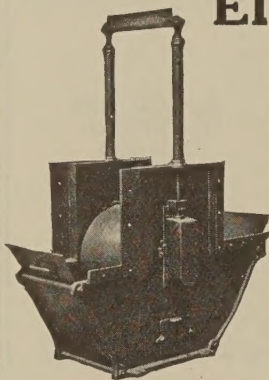
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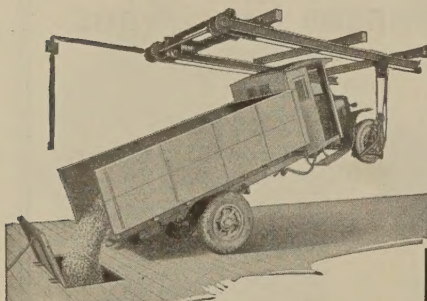
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ZELNY Thermometer System

Protects Your Grain

Estimates cheerfully given.
Write us for catalog No. 6.

Zelny Thermometer Co.
542 S. Dearborn St. Chicago, Ill.

You Can Sell Your Elevator

by advertising directly
to people who want
to buy, by using a

**Grain & Feed Journals
Want Ad.**

Shannon, Ill.—Although I have resigned as manager of the Farmers Grain Co.'s elevator, I want the Journal sent to me all the time, as I am now selling feed to dealers on my own account and need the Journals to keep posted on changes in this territory.—Alfred Cram.

Only One Way

to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it does not cover the business.

Universal Grain Code

contains 150 pages, giving 14,910 code words, covering grain, milling feeds and field seeds, and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

Code words for the new U. S. wheat, corn and oats grades are included.

**GRAIN & FEED JOURNALS
CONSOLIDATED**
332 S. La Salle Street, Chicago, Ill.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

NORTH CENTRAL KANSAS elevator for sale. Write Box 25, Mahaska, Kans.

ALMOST ANYTHING YOU WANT can be promptly obtained through JOURNAL want ads.

IOWA—Modern elevators for sale in good territory. Want to retire from business. O. A. Talbott, Keokuk, Iowa.

ILLINOIS—Elevator, Wholesale and Coal Business for sale or lease; fine territory; lots of grain; owner paralyzed. Address Box 228, Loraine, Ill.

OHIO—Elvtr. & Lbr. Yd. for sale; sep. businesses; will sell either account ill health; good loc.; two r. r.; good grain & feed terr. Monnett & Cleveland Co., Caledonia, O.

NO. ILL. elevator, lumber, coal, hdwe. business for sale; residence and other bldgs. for complete unit. Low price cash. Address 70H6 Grain & Feed Journals, Chicago, Ill.

Some **SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

INDIANA—Elevator and three large store rooms for sale; showed profit 1931-32; extra good in 1933. Will stand all kind of investigation; failing health reason for selling. Campbell & Ogles, Greencastle, Ind.

CORSICA, S. D.—20,000 bus. crib elvtr. for sale to highest bidder; send bids to Geo. E. Culver, Corsica, or People's Mlg. Co., Freeman, S. D., before June 28. Part cash, balance time. Reserves right to reject all bids.

CENTRAL KANSAS—10,000 bu. modern iron-clad elevator for sale; coal and feed can be handled. Lumber yard across street that can be bought or leased. Address 69V9 Grain & Feed Journals, Chicago, Ill.

OKLAHOMA Elevator for sale or will lease to right party. On account of age, 35,000 bus. capacity cribbed elevator, electrically equipped; Howe hopper scale, 22,000 pound capacity; power unloader; wareroom 24'x100'; hammer mill and corn cutter; brick office; 10 ton Howe platform scale; in good condition; in good wheat and oat territory; located in Perry, Oklahoma County seat town of 5,000. Good schools and churches and ideal climate. Elevator located on Santa Fe and Frisco Railroads and in good condition. E. J. Miller, Perry, Okla.

ELEVATORS FOR SALE—We have a number of elevators for sale in desirable localities. They are all operating or in operating condition and prices are low. If you are interested in an elevator at any of the following locations write me: Simpson, Olmstead County, Minn.; Mooreton, Richland County, N. D.; Merricourt, Dickey County, N. D.; Judith Gap and Oxford, Wheatland County, Mont.; Acme, Teton County, Mont.; Egan, Moody County, S. D. We also have houses at Lake County, S. D.; Grant, Redwood and Lyon Counties, Minn., which can be purchased at reasonable prices. Full information may be obtained by writing George M. Rockwell, Trustee, 607 Board of Trade, Duluth, Minn.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business. USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS WANTED

WANT ELEVATOR in wheat territory; will lease or buy one-half interest; write fully. Address 70J5, Grain & Feed Journals, Chicago.

GRAIN ELEVATOR wanted in Illinois or Indiana. Must show good volume. State particulars in first communication. Address 70J2, Grain & Feed Journals, Chicago, Ill.

ARE INTERESTED in buying four or five elevators located in wheat territory of Central or Western Kansas. Give full particulars and price in first letter. Address 70H9, Grain & Feed Journals, Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

HELP WANTED

AGENTS with successful experience wanted to sell hammermill line, exclusive territory, liberal commission. Address 70L1, Grain & Feed Journals, Chicago, Ill.

MILLS FOR SALE

OHIO—75 Bbl. Mill for Sale with Feed Dept. Good location; established trade; priced to sell. The Buckeye Mlg. Co., Mt. Gilead, Ohio.

GEORGIA—If interested in buying a 2,000 bus. per day grist mill located in Macon, Ga., at bargain write W. G. Eager, Valdosta, Ga.

IOWA Feed Mill and Farm for sale in fine agricultural section; well established; business good; price \$34,000. P. O. Box 407, Omaha, Neb.

SEABOARD FLOUR MILLS, Sanford, N. C., for sale; modern 3-story brick flour, feed mill and whse. on r.r.; 3330 sq. ft. floor space; cap. 100 bbls. flour and 200 bus. meal daily; elec. driven; equipped with NORDYKE-MARMON mchy. in 1st class condition; price, terms and inventory of eqpt. furnished on request. J. D. Newsom, Inc., Agts., Raleigh, N. C.

FREE EMPLOYMENT SERVICE

EMPLOYERS wanting help experienced in gr. trade work can obtain competent workers for every dept. FREE from Sam M. Raymond News Bureau, Board of Trade, Chicago, Ill.

Whenever there is a real opportunity of interest in the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

SITUATION WANTED

STEADY POSITION wanted by married man as helper; grain elevator and lumber yard experience. Address Box 481, Minonk, Ill.

POSITION WANTED as mgr. of elvtr. or line of country elvtrs.; 20 yrs.' exper. in handling flour, feed, coal; furnish best refs. Write 70K1, Grain & Feed Journals, Chicago, Ill.

POSITION WANTED as manager of country elevator; can handle any merchandise lines. Would lease good elevator if located right. Write 70J3, Grain & Feed Journals, Chicago, Ill.

WANT POSITION managing grain or feed business; over 20 yrs. exper.; have handled about every sideline, including feed grinding and mixing; good bookkeeper; refs. furnished. Write 70L4, Grain & Feed Journals, Chicago, Ill.

WANT POSITION as miller; life experience with almost all different systems of milling and various varieties of wheats; can come at once and give good service; not particular as to capacity of mill; best references furnished. 70L15, Grain & Feed Journals, Chicago, Ill.

POSITION WANTED as manager of elevator or line of elvtrs.; 20 yrs.' successful exper. in Ill., Ind. and Ohio; acquainted all phases grain, feed, seed and sidelines; capable managing large plant with volume of business; now employed as manager by one of Ohio's large co-op. elvtrs. 70J12, Grain & Feed Journals, Chicago.

BUSINESS OPPORTUNITIES

MINNESOTA—Feed, flour and seed store, with feed grinding and mixing in connection; good business; good town; heart of Minnesota's 10,000 lakes. Address H. L. Lindgren, Battle Lake Feed Mills, Battle Lake, Minn.

NO. ILL.—Lbr., coal, Bldg. Supply yard small village; elev. near can be bought or leased at nominal figures. Farm trade. Earn good living, sound business, staple stock. No risk. Small investment bldgs. Cash or bankable notes. Holcomb-Dutton Lbr. Co., Sycamore, Ill.

FOR A SMALL INVESTMENT a hustling grain man can secure an interest in a going receiving and shipping business at good Illinois market. Operate seven country stations each doing good business. One of partners wishes to retire. All replies held in confidence. Address 70L2, Grain & Feed Journals, Chicago, Ill.

Every penny invested in a Journal "Wanted—For Sale" ad returns an amazing per cent of profit.

KEEP POSTED

GRAIN & FEED JOURNALS CONSOLIDATED

332 So. La Salle St., Chicago

A consolidation of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

MACHINES FOR SALE

NO. 7 MONITOR Dustless Corn and Grain Separator for sale in good running order. Perry Lambert, Hiawatha, Kans.

ATTRITION MILL PLATES—Hammer Type for 20", 22" & 24" mills. Write for summer prices. L. F. Perrin Co., Box 375, Port Huron, Mich.

AIR BLAST CAR LOADER. Guaranteed. A real buy. Write for particulars. Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Missouri.

ONE DUPLEX No. 55 Corn Cracker and Grinder with aspirator for sale; high frame and sack holders; nearly new. Write R. H. Tolle & Co., Hillsboro, Ohio.

REAL BARGAINS—1 Fairbanks Morse No. 1909 Automatic 5-bu. Scales with regulating valve; also 140 ft. 12 in. used Conveyor Belt with buckets. Victoria Far. Elvtr. Co., Victoria, Ill.

BARGAINS — 3-bu. Richardson Automatic Scale; No. 3 Jay Bee Hammer Mill with 40-h.p. Motor, same as new; Eureka Double Scourer; Eureka Receiving Separator; Pulleys, Hangers, etc., for sale. R. H. Trent, Hiawatha, Kans.

On the other end of the Journal's "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.

BOSS AIR BLAST CAR LOADER

Rebuilt at the factory and carrying the same guarantee as a new machine. **BARGAIN.** Pneumatic Grain Machinery Co., 38 So. Canal St., Dayton, Ohio.

GRAIN SCALES. Richardson, Fairbanks, Smith Exact Weight Scales. Car Pullers. Three pair high Feed Mills. Driers. Attrition Mills. Bag Closing Machines. Pulleys, Shafting, Hangers, Belting. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

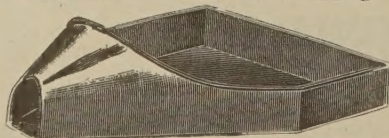
HIGH GRADE ATTRITION MILL for sale; 20-h.p. 220v, 3 phase, 60 cy. This is a new machine manufactured by the leading mill machinery manufacturer, and can be bought for \$600 cash, half original selling price, or terms to responsible firm. Address 70L10, Grain & Feed Journals Consolidated, Chicago, Ill.

NO NEED FOR FORMALITIES—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

Rolled Oats Machinery

Dismantling mill, must sell at once. Opportunity to buy complete plant cheap. Send for price list.

Oats Products Corporation
Dixon, Ill.

SAMPLE PANS

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½ x 12 x 16½", \$2.00 at Chicago.
Seed Size, 1½ x 9 x 11", \$1.65 at Chicago.

GRAIN & FEED JOURNALS CONSOLIDATED
332 So. La Salle St., Chicago, Ill.

SCALES WANTED

10-TON PLATFORM Scale Wanted, not less than 16 ft. long. Must be in good condition. Stevenson Coal Mine, Haynes, N. D.

WE ARE IN NEED of a used 4 or 5 bu. Richardson Automatic Scale in good condition. What have you to offer? Dean Grain Co., Agra, Kans.

SCALES FOR SALE

LATEST TYPE self compensating Richardson 6 and 10 bushel automatic grain scales for sale. Cramer Construction Co., 1106 Redick Tower Bldg., Omaha, Neb.

ROOFING AND SIDING

RECLAIMED GALVANIZED iron 24 gauge for sale at half regular price. General Wrecking & Lumber Co., 6329 Wentworth Ave., Chicago, Ill., yard also at Camp Grant, Rockford, Ill.

ENGINE WANTED

WE ARE IN MARKET for a 32-hp. type NB Fairbanks Morse Oil Engine for repairs. Carson Roller Mills, Carson, N. D.

ENGINES FOR SALE

ANY KIND, ANY SIZE, Any Price engine, which is not in use, and which you wish to sell, will find many ready buyers if advertised in the "Engines For Sale" column of **GRAIN & FEED JOURNALS**. Try it.

PERFORATED METAL SCREENS FOR FLOUR AND FEED MILLS

WE manufacture Perforated Metal Screens for Flour, Feed and Hammer Mills. Any size screen with whatever size perforation you desire. When in need of screens, let us supply you. Our prices are low and our screens are made of high grade long wearing steel. Chicago Perforating Co., 2439 W. 24th Place, Chicago, Ill.

OFFICE SUPPLIES

PROTECT YOUR CHECKS—Use a Todd Protectograph—have one will sell cheap—\$7.00, prepaid. Cash with order. Thos. A. Bankmann, Room 900, 332 S. La Salle St., Chicago, Ill.

BAGS AND BURLAP

FOR SALE—New and Used Burlap and Cotton Bags. **WANTED**—Used Burlap and Cotton Bags. Wm. Ross & Co., 407 N. Peoria, Chicago.

MOTORS FOR SALE

DYNAMOS AND MOTORS WANTED—Buyers and this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMO-MOTORS" columns of **Grain & Feed Journals**—the medium for power bargains.

FIELD AND GRASS SEED FOR SALE

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the **Grain Dealers Journal**, Chicago, Ill.

Rhodes Calculator

reduces pounds to bushels of 32, 56 and 60 pounds and shows value of farmers' grain on the same page.

Wheat, Clover Seed, Beans, Peas, Alsike and Potatoes tables reduce any weight from 10 to 6,000 pounds to bushels of 60 pounds and show the correct value of the farmers' load at any price from 40 cents to \$1.59 per bushel.

Corn, Rye, Flaxseed, Kafir and Popcorn tables reduce any weight from 16 to 6,600 pounds to bushels of 56 pounds and give its value at any price from 30 to 99 cents per bushel.

Oats and Cottonseed tables reduce any weight from 10 to 4,000 pounds to bushels of 32 pounds and give its value at any price from 20 to 69 cents per bushel.

Bookpaper, 176 pages, size 6¼ x 9 inches, bound in art canvas, weight 15 ozs. Price \$3.00 plus postage.

Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.

Truck Loads to Bushels

Direct Reduction Grain Tables

32 lbs. per bushel—OATS

Weight (lbs.)	32 lbs. bushel	48 lbs. bushel	56 lbs. bushel	60 lbs. bushel	70 lbs. bushel	75 lbs. bushel
600	18.75	12.50	10.71	10.00	8.57	8.00
700	21.88	14.58	12.50	11.67	10.00	9.38
800	25.00	16.67	14.29	13.33	11.43	10.67
900	28.13	18.75	16.00	15.00	12.86	12.00
1000	31.25	20.83	17.71	16.67	14.29	13.33
1100	34.38	22.92	19.44	18.33	15.71	14.67
1200	37.50	25.00	21.18	20.00	17.14	16.00
1300	40.63	27.08	22.92	21.67	18.57	17.33
1400	43.75	29.17	24.64	23.33	20.00	18.67
1500	46.88	31.25	26.39	25.00	21.43	20.00
1600	50.00	33.33	28.13	26.67	22.86	21.33
1700	53.13	35.42	29.89	28.33	24.29	22.67
1800	56.25	37.50	31.63	30.00	25.71	24.00
1900	59.38	39.58	33.39	31.67	27.14	25.33
2000	62.50	41.67	35.14	33.33	28.57	26.67
2100	65.63	43.75	36.89	35.00	30.00	28.00
2200	68.75	45.83	38.64	36.67	31.43	29.33
2300	71.88	47.92	40.39	38.33	32.86	30.67
2400	75.00	50.00	42.13	40.00	34.29	32.00
2500	78.13	52.08	43.89	41.67	35.71	33.33
2600	81.25	54.17	45.63	43.33	37.14	34.67
2700	84.38	56.25	47.39	45.00	38.57	36.00
2800	87.50	58.33	49.13	46.67	40.00	37.33
2900	90.63	60.42	50.89	48.33	41.43	38.67
3000	93.75	62.50	52.63	50.00	42.86	40.00
3100	96.88	64.58	54.39	51.67	44.29	41.33
3200	100.00	66.67	56.14	53.33	45.71	42.67
3300	103.13	68.75	57.89	55.00	47.14	44.00
3400	106.25	70.83	59.63	56.67	48.57	45.33
3500	109.38	72.92	61.39	58.33	50.00	46.67
3600	112.50	75.00	63.13	60.00	51.43	48.00
3700	115.63	77.08	64.89	61.67	52.86	49.33
3800	118.75	79.17	66.63	63.33	54.29	50.67
3900	121.88	81.25	68.39	65.00	55.71	52.00
4000	125.00	83.33	70.13	66.67	57.14	53.33
4100	128.13	85.42	71.89	68.33	58.57	54.67
4200	131.25	87.50	73.63	70.00	60.00	56.00
4300	134.38	89.58	75.39	71.67	61.43	57.33
4400	137.50	91.67	77.13	73.33	62.86	58.67
4500	140.63	93.75	78.89	75.00	64.29	60.00
4600	143.75	95.83	80.63	76.67	65.71	61.33
4700	146.88	97.92	82.39	78.33	67.14	62.67
4800	150.00	100.00	84.13	80.00	68.57	64.00
4900	153.13	102.08	85.89	81.67	70.00	65.33
5000	156.25	104.17	87.63	83.33	71.43	66.67
5100	159.38	106.25	89.39	85.00	72.86	68.00
5200	162.50	108.33	91.13	86.67	74.29	69.33
5300	165.63	110.42	92.89	88.33	75.71	70.67
5400	168.75	112.50	94.63	90.00	77.14	72.00
5500	171.88	114.58	96.39	91.67	78.57	73.33
5600	175.00	116.67	98.13	93.33	80.00	74.67
5700	178.13	118.75	99.89	95.00	81.43	76.00
5800	181.25	120.83	101.63	96.67	82.86	77.33
5900	184.38	122.92	103.39	98.33	84.29	78.67
6000	187.50	125.00	105.13	100.00	85.71	80.00
6100	190.63	127.08	106.89	101.67	87.14	81.33
6200	193.75	129.17	108.63	103.33	88.57	82.67
6300	196.88	131.25	110.39	105.00	90.00	84.00
6400	200.00	133.33	112.13	106.67	91.43	85.33
6500	203.13	135.42	113.89	108.33	92.86	86.67
6600	206.25	137.50	115.63	110.00	94.29	88.00
6700	209.38	139.58	117.39	111.67	95.71	89.33
6800	212.50	141.67	119.13	113.33	97.14	90.67
6900	215.63	143.75	120.89	115.00	98.57	92.00
7000	218.75	145.83	122.63	116.67	100.00	93.33
7100	221.88	147.92	124.39	118.33	101.43	94.67
7200	225.00	150.00	126.13	120.00	102.86	96.00
7300	228.13	152.08	127.89	121.67	104.29	97.33
7400	231.25	154.17	129.63	123.33	105.71	98.67
7500	234.38	156.25	131.39	125.00	107.14	100.00
7600	237.50	158.33	133.13	126.67	108.57	101.33
7700	240.63	160.42	134.89	128.33	110.00	102.67
7800	243.75	162.50	136.63	130.00	111.43	104.00
7900	246.88	164.58	138.39	131.67	112.86	105.33
8000	250.00	166.67	140.13	133.33	114.29	106.67
8100	253.13	168.75	141.89	135.00	115.71	108.00
8200	256.25	170.83	143.63	136.67	117.14	109.33
8300	259.38	172.92	145.39	138.33	118.57	110.67
8400	262.50	175.00	147.13	140.00	120.00	112.00
8500	265.63	177.08	148.89	141.67	121.43	113.33
8600	268.75	179.17	150.63	143.33	122.86	114.67
8700	271.88	181.25	152.39	145.00	124.29	116.00
8800	275.00	183.33	154.13	146.67	125.71	117.33
8900	278.13	185.42	155.89	148.33	127.14	118.67
9000	281.25	187.50	157.63	150.00	128.57	120.00
9100	284.38	189.58	159.39	151.67	130.00	121.33
9200	287.50	191.67	161.13	153.33	131.43	122.67
9300	290.63	193.75	162.89	155.00	132.86	124.00
9400	293.75	195.83	164.63	156.67	134.29	125.33
9500	296.88	197.92	166.39	158.33	135.71	126.67
9600	300.00	200.00	168.13	160.00	137.14	128.00
9700	303.13	202.08	169.89	161.67	138.57	129.33
9800	306.25	204.17	171.63	163.33	140.00	130.67
9900	309.38	206.25	173.39	165.00	141.43	132.00
10000	312.50	208.33	175.13	166.67	142.86	133.33

The basswood frame illustrated herewith has a dust-tight box back with slot at right edge so table used most frequently can readily be placed in front and be protected from dirty fingers by the glass. Frame weighs 1 lb. Price \$1.25 at Chicago. Shipped only by express.

Send all orders to

Grain & Feed Journals Consolidated

332 So. La Salle St., Chicago, Ill.

Direct Reduction Grain Tables on cards reduce any weight from 600 to 12,090 lbs. to bushels of 32, 48, 56, 60, 70 and 75 lbs. by 10-lb. breaks. Just the thing for quickly reducing truck load weights.

Printed from large, clear type conveniently arranged on both sides of six cards, size 10¾x12¾ inches with marginal index, weight 1 lb. Price at Chicago, \$1.25 plus postage. Order DRT3275 Extended.

GRAIN & FEED JOURNALS CONSOLIDATED

INCORPORATED

332 S. LaSalle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of

GRAIN DEALERS JOURNAL
Established 1898

AMERICAN ELEVATOR & GRAIN TRADE
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT-GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., JUNE 14, 1933

IF YOU DON'T find the grain trade information wanted, make use of our Information Bureau, the service is free.

TEXAS DEALERS are encouraging the broadcasting of the cash markets at terminals on the ground that keeping the farmers posted makes them market-minded and easier to deal with.

WHITE CORN is sure to command a premium as the demand for corn grits increases. Many of the breweries seem unable to fill their orders, so the new crop will, no doubt, bring an attractive price right from the start.

THE TAX ON GRAIN sold for future delivery, while not extremely burdensome to the producer when the prices are high, still when prices are low, the farmer feels that tax severely, and friends who are trying to give the farmer some real relief, should exercise their influence by demanding the repeal of all taxes on the marketing of farm crops, whether for immediate or future delivery. Taxes also drive buyers out of the market to the disadvantage of the producers.

BULLETIN BOARDS have proved such an attractive feature of elevator driveways and grain offices, that more and more are being installed not only for the use of farmer patrons who want to advertise sales or wants, but also for establishing new contacts with farmer patrons and conducting campaigns in the interest of the community and their business.

THE DROUTH has done enough damage to the winter wheat crop of the southwest to satisfy even the most pessimistic member of the "Crop Killers Union." But sad to relate, the pessimists are finding chinch bugs and army worms in such numbers, many of them are planning on spending the winter with their friends in Alaska, where food is plentiful.

PRICES of all commodities are advancing so rapidly few consumers expect to replenish their needs at same cost as last lot purchased. All retailers took a heavy loss on their stocks of merchandise when the prices struck the toboggan two or three years ago, and now they are fully entitled to recoup their losses by stepping up their selling prices to the basis of current costs.

DUST from a Hutchinson, Kan., elevator is claimed to be destroying the homes of residents in the neighborhood and suit has been started to collect damages. While the attorneys are prompted principally by the prospective fees, the instigator of the suit has a personal grudge against the elevator owner. Hence an industry employing a number of men is penalized for a purely personal peeve.

THE PROTEST of the Central Retail Feed Ass'n against manufacturers selling feeds to consumers, especially after they have loaded up the established dealer with carlots, will receive a hearty response from the dealers of many other sections, who have made similar complaints. If the dealers thru their ass'n would protest direct to the offenders, this practice of overly energetic salesmen would be discontinued.

THE FARM BOARD has passed to its final reward, and while some of its beneficiaries are shedding real tears, the newspapers of the land are exposing questionable loans and suspicious renewals of loans not yet due. Although the Government is striving to reduce cut-throat competition in industry, at the same time it is lending over \$15,000,000 to the Farmer's National Grain Corp., at one-eighth of 1%, while independent competitors of this gang of racketeers must borrow their money in the open market at 5% and 6%.

THE CASH SYSTEM of selling feeds and other merchandise handled through the country elevators is surely meeting with increasing approval by many slaves of the credit system, who are still spending their nights posting books and billing slow debtors. Some who have adopted the cash system claim to have been relieved of a world of worry, as well as much unnecessary labor. Wisconsin dealers insist that they are gradually discontinuing all credit business. When all are collecting for their merchandise before it leaves their elevator, we will have fewer failures in the business.

THE GRADING of "weathered" and "stained" oats fails to meet with the approval of Texas shippers, but few are willing to tolerate more rules or more grades. If all shippers would install facilities for cleaning, blowing and mixing thoroughly each shipment, doubtless the average grading of oats would be far more satisfactory.

GOVERNMENT operation of any business enterprise invariably leads to excessive costs of doing that business, making it necessary to charge high prices for the output or to meet the cost of doing business out of taxation. Formerly the state mill and elevator at Grand Forks got along with an attorney at \$50 per month for the small legal service required, but after the industrial commission took charge a lawyer was employed at \$400 per month.

FARMERS IN INDIANA seem to be much displeased by the administration's proposal to regulate their farming activities, and recently they held a number of mass meetings under the auspices of the Farmer's Grain Dealers Ass'n of that state, at which the farmers were addressed by C. H. Conoway of Stark Weather, N. D., on the stirring subject of "Russianizing American Agriculture." Evidently many of the farmers do not relish the idea of being told what they can or cannot grow.

PRICE CUTTING received a much merited scoring from the president of the Texas Grain Dealers Ass'n in his annual address. Unfortunately, grain and feed dealers have always been burdened with a weakness for overbidding in buying grain and underpricing in selling feeds. Naturally, this has made it extremely difficult for them to realize a living profit from the business. Successful men recognize that they must realize a profit on each transaction or else their working capital will soon be dissipated.

PROHIBITIVE TAXES on chain stores may drive out some of the chains, but their disappearance from any state will result in higher average prices for many commodities. Most states having such tax or license laws, now exempt elevators and feed stores from the extra license fees. However, this does not insure this class of stores from permanent immunity. If politicians find that chain stores are an easy source of additional taxes, they will extend the tax to stores of all classes and without regard to number.

RATS HAVE BECOME such a pest in Los Angeles, that the health authorities have presented an ordinance requiring all citizens to make rat-proof all structures used for storing grain or buildings in which quantities of food are stored. The grain elevator operator of the olden days, with his open foundation and open cribs, suffered untold losses as the result of the depredations of these rodents. But now that the rat is recognized for his disease spreading activities, as well as for the food he destroys, a more vigilant campaign will no doubt be conducted for his extermination. Grain dealers who are troubled with this pest, should never hesitate to use "Red Squill" for its destruction. Of course, a concrete foundation and a concrete dump helps to keep the rats out of the elevator.

THE OHIO Grain Dealers Ass'n, the granddaddy of all grain organizations, closed one of its most successful annual conventions, its 54th, last week. Our report of its proceedings should prove of real interest to progressive dealers everywhere.

MANY inquiries for second hand machines and machinery received at this office indicate most clearly that elevator men are planning on making many changes and improvements in their plants. Dealers having discarded machinery in good condition should list it with our Grain Dealers Exchange.

COUNTRY DEALERS, dissatisfied with the present condition of their business, should peruse carefully the suggestions of G. A. Holland, given the Ohio dealers on merchandising and advertising at their annual convention last week. It is most encouraging that many country elevator operators are establishing closer relations with the farmers of their community through the more liberal use of newspaper space and circular letters. They are directly interested in the welfare of farmer patrons, and any earnest effort to help them get information regarding supplies or markets, invariably results in benefits to both the dealer and his patrons.

GRAIN AND FEED DEALERS owe it to themselves and their patrons to protest at every opportunity against any inspection service which is established by the politicians solely for revenue purposes. In some states the fund collected for inspecting and weighing grain has been a source of large revenue to the state treasurer, even after paying handsome salaries to a large corps of unnecessary inspectors and helpers. Many other states have inspectors of feeds, and the operation of most of these inspection departments results in an annual net revenue to the state at the direct expense of the producers and consumers of the grain and feed inspected. While the inspection and grading and weighing of these products may be necessary, the collection of more funds than are needed to defray the actual expense of inspections is not justified.

Stimulating Production by Agreement to Reduce

The grain exchange of Rosario has urged the Argentine Government to reject any international agreement which calls for a limitation of Argentine wheat acreage or Argentine wheat exports. Naturally, any attempt to reduce the wheat acreage in any of the leading exporting countries would result in the wheat producers of all nations using more fertilizer than ever in hope of increasing the yield of wheat per acre.

Australia has refused to join in any agreement limiting production. And, inasmuch as Russia has not been a party to the wheat conference, both countries would exercise every influence to insure a marked increase in production. Limiting either the acreage or exports of any country is sure to result in a marked increase in the world's exportable surplus, even though every country to the agreement does abide by the agreement's conditions.

Shippers' Losses Due to Failure to Mix

Licensed inspectors and Federal supervisors of each central market are agreed that grain shippers are more to blame for unsatisfactory grading of their grain shipments than anyone else, principally because they fail to keep inferior grain in a bin by itself, and to mix thoroly all grain loaded into each car. Loading grain into cars direct from wagons often results in inferior grain being loaded into one part of the car without any such intention on the part of the shipper.

However, the central market inspectors must grade the grain as they find it. In other words, each car's contents must be given the grade of the lowest quality found in the car. If all shippers would exercise greater vigilance in thoroly mixing all grain they load into cars, their average grade and average price would both be higher.

The labor and expense of mixing grain is not expensive. In fact, the returns from such an operation will amply repay every shipper for his labor. Loads of grain of uniform quality are invariably in greater demand, and such loads are free from the suspicion of plugging. If you want to improve your chances of getting the top of the market for your grain, then mix it thoroly before loading.

Truckers Continue to Carry the Freight

Grain shippers in Texas, as well as in Ohio and intermediate states, continue to complain of business being trucked around their elevators by irresponsible fly-by-nights, who do succeed in transporting the grain for less than railroads charge. However, it is suspected that these truckers will not be able to buy a second truck from the losses incurred through the use of their first purchase, and the taxpayers generally are protesting against making further contributions to the maintenance of the truckers' right-of-way.

A few of the railroads traversing Chicago's immediate territory, have recently reduced their freight rates to a figure that will make transporting grain no longer attractive to the truckers. Unless railroads do meet truck competition soon, it will be difficult for them to recover much of the traffic which has been weaned away from them by trucks. Farmers as a rule greatly prefer to sell their grain to elevator operators who have a fixed address and financial responsibility. Dealing with unknown truckers who are not in position to supply them with reliable weights or grades, places the producer completely at the mercy of the trucker, and often results in his suffering by reason of short weights and grades.

Most of the state ass'ns have appealed repeatedly to the railroads of their territory for rates which would enable them to buy more of the grain being transported to market by the truckers. Doubtless, if the shippers along each line of railroad made a more vigorous appeal to their road for help in meeting this competition, the railroads who are also suffering from the truckers' activity, would be more willing to

help the shipper and thereby promote their own interests.

While some shippers have sought to drive out trucker competition by installing truck lines of their own direct to terminal markets, we doubt that the ultimate success of such a move will justify the investment. More persistent and more vigorous protests on the part of shippers should arouse the railroads to a clearer understanding of the loss of freight which threatens them.

Fluctuations of May Wheat, Corn and Oats

The chart on outside front cover page of the fluctuations of May future grains for the delivery just expired affords market students a record of all the significant price movements, that goes back as far as August, 1931, with the similar charts appearing in June 8, 1932, and Jan. 11, 1933, issues of the Journals.

The minor fluctuations shown by the daily opening, high, low and close can be found in the charts published monthly where it is desired to have greater detail and to locate the time of an important movement.

The bear movement shown on the chart culminating at 43½¢ on Dec. 28 had its inception from the top of 73¼¢ on Nov. 7, 1931, while the grain markets were under the influence of government domination thru the Federal Farm Board and its Grain Stabilization Corporation, both fortunately now deceased. The top of Sept. 6, 1932, at 65¢ was a moderate 10-cent rise from the middle of the preceding July. With the high of 64½¢ on the preceding Aug. 10 it formed a double top signifying that the market was due for an extended decline, which continued for four months, with a fair recovery during the first half of November. The bottoms of that month were broken in December, when wheat sold at the lowest price in centuries, cash wheat reaching 44½¢, against 45¢ low in August, 1931.

The movement from 46⅞¢ Nov. 3 to 46⅜¢ Feb. 28 forms what is known to chart specialists as an extended head and shoulders bottom, that is, an inverted head and shoulders top. Of all the movements known to chart forecasters this is declared to be the most positive indicator of an extended price movement over a long duration of time in the opposite direction. The low of 43½¢ is the head, inverted, and the shoulders, inverted, extend two months in each direction. If the chart theories are worth anything this means that the bull market beginning when trading was resumed after having ceased from Mar. 3 to Mar. 16 was due to continue for many months and to very high levels. This has been true thus far in 1933, the five months' advance being the best the grain markets have enjoyed since the ill-fated Farm Board began its blundering tactics.

Corn has advanced more proportionately than wheat, from 23½¢ Feb. 28 to 46¼¢ May 12, and in response to the same factors of improved business conditions and depreciation of the currency, the alleged poor condition of the winter wheat crop not being the prime mover.

Oats have joined the procession in a way gratifying to the denizens of the oats pit, which is now crowded with traders standing while formerly they loafed in chairs along the rim, sometimes not a trade occurring in one of the active futures during the day.

The New Deal for the Grain Trade

From an address before the Ohio Grain Dealers Ass'n by George E. Booth, president of the Grain and Feed Dealers National Ass'n.

This is a real pleasure for me to have the privilege of extending a personal greeting to you from the Grain and Feed Dealers National Ass'n with which you are affiliated. Grain men all over the United States are with you in spirit tonight. There's a good will and a spirit of good fellowship in the grain trade of which we can well be proud.

Now isn't it just wonderful how the grain trade got together and how we hold together for square dealing, integrity of contracts and a continuous public service? I claim there is no finer quality of loyal American citizenship than is found in the ranks of the grain trade. We ask no favors, no loans or subsidies from Government.

I believe the Ohio Grain Dealers Ass'n is the oldest state association in the country and no doubt you would claim it is the best. With your origin back in 1870 you antedate the National Ass'n which was organized in Nov., 1896. As President of the National, I congratulate you on your many years of service to agriculture and the grain trade. We are proud of your record and example to the sixteen other regional associations affiliated with the National.

Isn't it great to get together under changed conditions and not have to sing the blues? Why it seems to me that during the past 3½ years every gathering was an indignation or hard times party. Starting with the large industrial conference called by President Hoover in Washington, men were distressed in all meetings by hearing each others' troubles. There got to be a sort of competition in hard luck stories and almost a boasting about the losses which had been taken. In the old days poor business and losses were rarely admitted but in the past two years pride was cast aside and troubles freely told. They were like fish stories and the last man to talk had all the advantage. Some were almost unbelievable and stretched the imagination. It was a progressive party, a regular epidemic, becoming more deadly until the climax was reached with the Bank Moratorium.

There was a relief in knowing the worst. There was no chance to have a turn for the better while fear gripped the country. Trade languished and values to a ruinous level while individual initiative was paralyzed by the unprecedented conditions.

Major operations, and a fearless surgeon was needed. New remedies are being used. Emergency banking and economy legislation turned the tide and in our particular line the Farm Board out of the wheat market was the greatest relief measure we had experienced since the Grain Marketing Act was enacted. A measure of confidence, faith and hope restored and the rather cheering influence of beer all combined to strengthen our economic structure and advanced values. Then came the stupendous and bewildering influence of "off the gold standard" and "inflation." I'm going back and quote Will Rogers, on these features:

Corn prices to the farmer have more than doubled, wheat and cotton prices have almost doubled, steel production has advanced from around 14% to about 47% of capacity. The percentage of increase in trade and values is amazing. To be sure, the start was from a ruinously low level and I like the word "reflation" which Sir Josiah Stamp, director of the Bank of England, uses instead of "inflation." He said last Thursday, in Chicago.

"When a man comes up out of the subway, I wouldn't call him a mountaineer."

Who of us does not like the change, even while we may question and be very apprehensive about the final results. It has been said of Christopher Columbus: "He didn't know where he was going—he didn't know where he was when he got there—and when he got back he did not know where he had been."

Like Columbus, we are very much at sea and since last March the sailing has certainly been snappy—a marvelous change from the blistering, deadly calm in which we certainly would have perished in a business way had it continued.

Banking legislation, economy legislation, agricultural legislation, industrial recovery legislation, railroad legislation, all far reaching and granting unprecedented powers to our Government officials, have been the background for our trade and price improvement. We as a trade have been vitally interested in the Agricultural Adjustment Act, H. R. 3335. I quote from the declaration of policy of the Act:

"To establish and maintain such balance between the production and consumption of agricultural commodities, and such market conditions, therefore, as will establish prices to farmers at a level that will give agricultural commodities a purchasing power with respect to articles that farmers buy, equivalent to the purchasing power of agricultural commodities in the base period. The base period in the case of all agricultural commodities except tobacco shall be the pre-war period, August, 1909 to July, 1914."

As grain men we are keenly interested in the welfare of the farmer—his interests and ours are almost identical. He loses money on low priced grain, so do we. He wants a broad open domestic and world market for his grain, so do we. The question resolves itself into whether sound and permanent benefits can be secured from the Adjustment Act.

Representatives of the Nation's Wheat Industry from growers to bakers, were called into conference in Washington on May 26th, by George N. Peek, Administrator of the Agricultural Adjustment Act. N. L. Wilson, Wheat Production Administrator, presided at the conference. Secretary of Agriculture, Henry Wallace, Co-Administrator Chas. J. Brand and Production Administrator, Chester C. Davis, were present. Men representing farmer cooperative groups, millers, grain dealers, bakers, feed dealers and flour jobbers, briefly stated their views and recommendations for applying the act to wheat.

Secretary Wallace told the group that it had within it the elements to make or break the wheat program but that he felt sure he would have the cooperation of the entire group.

Generally speaking, it was assumed some plan or program out of many features possible under the act would be followed. Something along the line of a modified domestic allotment plan received the most favor.

M. L. Thatcher, speaking for the Farmers National Grain Corporation, and some other so-called farmer cooperative groups, asked that adjustment payments be made this season on condition of promise to reduce the winter wheat acreage for 1934. He suggested a 60 cent tax per bushel on processing and the payments to wheat farmers of 70%, estimated at \$231,000,000, before July 15th.

Mr. Farlow, speaking for the Farmers' National Grain Dealers Ass'n, quoted from a resolution of that association, stating that the members were not in favor of any attempt at artificial price fixing. Mr. Farlow stated he had some little part in the early development of the Farm Board Program and now came only with apologies for any part that he might have had in attempting to supplement artificial laws for natural laws in the marketing of grain.

I followed Mr. Thomas T. Wickham, chairman of the Grain Committee on National Affairs, stating that, "We, the grain trade, believe the natural laws are best, that bankinf and economy legislation and doing away with the Farm Board with its Stabilization Corporation had a wonderfully constructive influence on the marketing situation and farm prices. That grain prices had advanced due to the release of individual initiative and natural laws rather than more legislation."

All interests represented expressed an earnest desire to cooperate with the administration for the general welfare of agriculture.

There have been no official announcements from Mr. Peek's office regarding wheat, therefore I have given you the latest information available from the administration of the Agricultural Adjustment Act. There may be further wheat conferences. I'm not sure that an administrator for corn has been appointed.

Inquiries have come to me concerning the position of the grain trade under the Industrial Recovery Act but Section 8 of this Act specifically states it does not repeal or modify any provisions of the Agricultural Adjustment Act. Both acts, however, plainly propose to work with organizations and associations and appear to make it more desirable for an individual to be a member of an association. Our grain trade is well organized, has its trade rules, customs and practices well established, to cooperate with and administer any program which the administration may launch.

I wish I could dwell on our efforts with the railroads for lower freight rates and the progress made in some localities for lower short haul rates to meet the truck competition, a most vital feature in the life of all grain dealers.

Christopher Columbus had nothing on us—we in the grain trade, are loyal sailors, sticking to the ship, ready to follow our new Captain's orders, asking no favors, no Federal bonus, no low priced Government money and very hopeful we will finally know where we are and that we may be helping to create a New World.

Grain Futures Act Sustained by Court

The U. S. Circuit Court of Appeals for the Seventh Circuit on June 5 affirmed the decision of the District Court, Northern District of Illinois, against the Bartlett Frazier Co. which had brought suit to enjoin the government grain futures administration from prying into the private transactions of customers buying and selling futures.

The contentions of appellants, as stated in the summary of their brief, are: (1) the acts of the defendants, Hyde and Fitz, in searching the records and books of plaintiffs and requiring reports of their contents violate the Fourth Amendment to the Federal Constitution; (2) the (Grain Futures) act is unconstitutional in that no notice of hearing or opportunity to be heard is afforded by its terms; (3) the act is unconstitutional in that no provision is made for testing the validity of orders, regulations, or requirements of the act, except under harsh and confiscatory penalties; (4) the act is unconstitutional in that no review of the validity of orders, regulations, or demands is afforded by its terms; (5) the act is unconstitutional in that it contains no provision for suspension of orders or for supersedeas pending test of validity; (6) the penalty provisions of the act are invalid because the offenses are so indefinite.

The court said: The contention that thru the reports and inspections appellants' business secrets and customers are more likely to disclosure, with the consequent tendency to injure appellants, cannot prevail against the paramount public interest requiring this control for the efficient exercise of which the disclosures thru reports and right of inspection are quite indispensable. The statute (section 8) forbids the revealing by the Secretary and his assistants of individual trades and of customers; and the findings here, predicted on the evidence, show that in the decade of experience since the act became operative no instances appear where any such confidence has been violated, or where appellants, or any other traders on the Board, have suffered from any such cause. No such official misconduct appears from the evidence to have been threatened or to be imminent.

It is urged that the statute makes use of the term "manipulation" without defining what is meant by it, and that for this reason the statute is void. If there were merit in this suggestion it would seem that in the Olsen case the court would not have failed to discover it. In several instances the opinion employs the word "manipulation."

"* * * The act only purports to regulate interstate commerce and sales of grain for future delivery on boards of trade because it finds that by manipulation they have become a constantly recurring burden and obstruction to that commerce." (p. 32.)

"It is clear from the citations, in the statement of the case, of evidence before committees of investigation as to manipulations of the futures market and their effect, that we would be unwarranted in rejecting the finding of Congress as unreasonable, and that in our inquiry as to the validity of this legislation we must accept the view that such manipulation does work to the detriment of producers, consumers, shippers and legitimate dealers in interstate commerce in grain and that it is a real abuse." (p. 37.)

Again, on pages 39 and 40, it is said: "A futures market lends itself to such manipulation much more readily than a cash market. * * * If a corner and the enhancement of prices produced by buying futures directly burden interstate commerce in the article whose price is enhanced, it would seem to follow that manipulations of futures which unduly depress prices of grain in interstate commerce and directly influence consignment in that commerce are equally direct. * * * By reason and authority, therefore, in determining the validity of this act, we are prevented from questioning the conclusion of Congress that manipulation of the market for futures on the Chicago Board of Trade may, and from time to time does, directly burden and obstruct commerce between the States in grain, and that it recurs and is a constantly possible danger."

Even if we were disposed to attribute to the term undue uncertainty or indefiniteness, Chicago Board of Trade v. Olsen would forbid.

Smith W. Brookhart of Iowa has been employed by the U. S. Dept. of Agriculture and will be stationed at Washington to advise the agricultural adjustment administration on trade with eastern European countries.

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Is Grain Buyer Responsible to Government for Seller's Loans?

Grain & Feed Journals: We have seen little in the pages of the Journals regarding the responsibility of elevators for the collection of loans made by the Regional Agricultural Credit Corp., and by the Sec'y of Agriculture to farmers under the new administration bill passed a few weeks ago, whereby farmers are able to secure loans for all farming operations.

Ohio farmers have sought government loans, and many liens are held by the Sec'y of Agriculture on all crops raised by borrowers in this vicinity, the loans having been made under the new financing law.

Is it necessary for Ohio elevator operators to go to the county court house and look up all such crop mortgages before he can settle with a farmer? Is the elevator operator responsible to the Sec'y of Agriculture if he settles with a farmer who has borrowed from the government?—E. W. Loy, Greenville Farmers Exchange, Greenville, O.

Ans.: Loans made by the United States Government agencies are not liens unless the law of the state so provides. When the Agricultural Credit Corporation or the Sec'y of Agriculture takes a chattel mortgage on the crop as security, as is usually the case, and files it for record at the county seat, the grain buyer must recognize the claim of the mortgagee, and this is true whether the mortgagee is the federal government, a local bank, or a private individual.

The same holds good for seed liens in the few states that have seed lien laws.

The effect of the agricultural credit has been to create more liens to be watched, as it has been the policy of the federal agencies to protect themselves in every way. For example, the applicant is required to:

- Give a crop mortgage;
 - Give a lien on the summer fallow;
 - Give a mortgage on live stock and farm tools;
 - Get an easement or agreement from holder of real estate mortgage to prevent mortgage holder from securing a prior lien;
 - Get an agreement from tractor or implement dealer for continued use of equipment under installment payments.
- Must file landlord's waiver of lien and get a postponement of rent.

Federal License for Country Shippers?

Grain & Feed Journals: On page 360 of your last Journal you make it appear that the country shipper of grain must not ship out grain that he has not bought, on account of the provision in the agriculture relief act covering the matter. As I see it in paragraph 5 of section 8 of the act, one must be operating a public warehouse to come under this provision.

It has been our custom to give 30 days' free storage with the provision that we do not have to keep such grain separate and further that we retain the right to ship out stored grain at any time, and this whether we store the grain longer than 30 days or not.

Is it your understanding that the country shipper must secure a license to handle grain in the ordinary way and if so to whom does he apply for the license?

It would appear that if we must have a license that the Act is automatically making public warehouses out of the country elevators and that we will be more or less under the control of the Secretary of Agriculture whether we wish to be or not. If we have to have a license to handle these basic commodi-

ties how about the trucker who engages in such business? Or is he let off because he doesn't own an elevator?—Wakefield Grain Co., Waterman, Ill.

Ans.: Anyone mixing grain of different owners and issuing warehouse receipts makes himself a public warehouseman under the law of Illinois, and comes under the new federal relief act, which can be construed as forbidding the practice of shipping stored grain without cancellation of receipts.

The country shipper will have to obtain a federal license; but this must wait until regulations are promulgated, as the Washington administration has been having more laws enacted than can be promptly enforced, and, if proved unconstitutional, not at all.

A trucker who buys grain for resale will be required to have a license, under the language of Section 8, Paragraph 3.

Settlement Under Landlord's Lien?

Grain & Feed Journals: Neither the tenant nor the landlord will agree on the amount to be paid the landlord; and when the tenant delivered corn Feb. 28, 1933, and moved away I held out enough to cover rent and seeds. The landlord keeps asking for his money.

Tenant offered landlord \$74 cash, but the landlord claims the amount should be \$87.10. The landlord wants me to pay him \$74 and leave the balance stand. The tenant tells me not to pay landlord one cent. Neither landlord nor tenant will accept a check payable to both. Would it be right to pay landlord \$74 the tenant offered him in cash?—Bongard Grain Co., Philo, Ill.

Ans.: It is not safe to pay anything in absence of agreement. Let either of them start suit, then implead the third party and pay the amount into court. Either the landlord or the tenant failing to substantiate his claim should pay the costs.

Prompt Shipment?

Grain & Feed Journals: On May 12 we purchased from a Cleveland grain and feed company, two cars of hominy, one car for "prompt" shipment and one car for shipment the first half of June.

The first car was shipped June 1. On June 2 we wired cancellation for one car, referring to the car that had been ordered for "prompt" shipment. The company replied that it could not cancel because the car was on the way. Evidently it was the June 1st shipment that was on the way. So we wired instructions to cancel the other car.

It is our understanding of "prompt" that it means shipment within 14 days of order. Billing instructions were given with the order of May 12.

In reply to our request for cancellation of the "prompt" order the company replies, "The fact that we were a little slow in getting out the first car has nothing whatever to do with this car and is no justification for us to accept cancellation on the car purchased for the first half of June. . . . We asked the mill to withhold shipment, the car having been already loaded and was ready to go this morning."

We feel that the failure of the company to give us the requested "prompt" shipment, which caused us to lose 20 tons of business, justifies us in ordering cancellation of that part of the order. What would be our stand before an arbitration com'tee?—J. B. Studebaker, New Carlisle, O.

Ans.: Buyer having a clear record is under no obligations to accept the car bought for "prompt" shipment if not loaded in time.

According to the feed rules of the Grain & Feed Dealers National Ass'n, seller had four-

teen days from date of receipt of shipping instructions to load out car. If instructions sent May 12, Friday, were received May 15, Monday, seller had until May 29th to load and give the railroad shipping instructions.

Under No. 16 of the feed rules seller has privilege of extending contract if buyer's notice of cancellation is not received before car is loaded and billing instructions given railroad.

In view of the facts May 28 was a Sunday and May 30 a legal holiday it becomes a question for the arbitrations com'tee whether buyer acted with sufficient promptness in cancelling after discovery that the car had not been loaded by May 29. We believe he did and could cancel the first car altho loaded and billed. The car so billed June 1 could be taken on the contract for first half of June, and this part of the contract could not be cancelled by buyer without seller's consent.

If buyer's wire of June 2 specifically cancelled the "prompt" car that was final, leaving one car to come.

Effective Date of Farm Law?

Grain & Feed Journals: Under sec. 8 of the Agricultural Adjustment Act a country shipper can not ship stored grain without cancellation of the receipts. Is this order or law in effect now or must dealer be licensed before law is effective?—L.

Ans.: This part of the law went into effect when approved by the President May 12 and its enforcement falls upon the U. S. District Attorneys. Licensing of dealers awaits the pleasure of the Secretary of Agriculture.

Chas. Quinn, sec'y of the Grain & Feed Dealers National Ass'n, was bereaved in the death of his wife at Toledo, O., on the evening of May 12 from a stroke. His many friends in the trade extend their heartfelt sympathy.

Indiana Grain Dealers Will Meet at Lafayette

The Independent Grain Dealers Ass'n will hold its mid-summer meeting in the beautiful Memorial Union Bldg. of Purdue University at Lafayette Tuesday June 20th. Registration will be in lobby of the Memorial Union where reservations for luncheon and banquet must be made.

As the one day program is crowded the meeting will open promptly at 10:00 a. m. with an "Explanation of the Gross Income Tax Law" by Keith L. Johns, Gross Income Tax Division, Indianapolis.

"Indiana Truck Laws and Their Enforcement." (Name of speaker not yet available.)

Cafeteria luncheon in basement of the Memorial Building.

AFTERNOON SESSION 1:15 P. M.
(Sharp)

"The Future of the Country Grain Business," by W. D. Springer, President I. G. D. A., Indianapolis.

"The Grain Man's Interest Is in the Community in Which He Lives," by John W. McCordle, Indianapolis.

"The Feed Dealer and His Relation to the Livestock Industry," by Dr. C. C. Clore, Pres. Hoosier Mineral Feed Co., Greenwood.

Grain Group Meetings by districts.

Sight-seeing trips to the Swine and Poultry Farms, or to the Soil and Crops Experimental Farm.

6:00 P. M.—Banquet in the Ball Room of the Memorial Building. The speaker is "Dusty" Miller, Wilmington, Ohio, a humorist if there ever was one, and his subject is, "I Hope." Secure your tickets when you register.

The Ladies, God bless them, bring 'em along!!! A real treat is in store for them. The Noblesville Milling Co. of Noblesville, through the fine spirit of co-operation of Don B. Jenkins, is to be host in entertaining the ladies. A demonstration of pastry baking is scheduled for them in the morning. A card party is provided for the afternoon. All in all, a most delightful day's entertainment is arranged for their pleasure.

First Trades Conference on Farm Relief Enforcement

GEO. N. PEEK, administrator of the Agricultural Adjustment Act, called a conference for May 26 at Washington of representatives of 25 wheat growing, handling and processing organizations, as an informal preliminary to hearings that will precede the promulgation of the new federal regulations for those engaged in the farm products industries.

Briefs were presented by the Millers National Federation and the Southwestern Millers League. The millers said

Due consideration should be given to the ability to purchase the necessities of life by those 14,000,000 to 16,000,000 people who are unemployed and have no source of income.

The placing of any tax upon a comparatively few foods will produce a psychological effect on the consumer quite different than when prices are increased by normal market influences. Any tax is repugnant to the consumer and the immediate result of a tax on wheat flour will be to divert the demand to other competitive foods, such as fruits, vegetables, potatoes, beans, etc. We can see that some experimentation will be necessary, but we cannot emphasize too strongly the danger of experimenting with the consumer's preference for food.

Consumption will be reduced in direct proportion with the amount of the tax assessed. Any reduction in consumption is just the reverse of results needed or desired at this time. Increasing consumption would solve the problem of farm relief. Decreased consumption would further complicate matters.

There would be no incentive for the farmer to hold his wheat or the buyer to anticipate his needs. The immediate result of putting such plan into effect would be a very sharp decline in the open market price.

We hope that some means or method will be found for bringing about the desired results without the imposition of any tax, but failing in that we cannot conceive of any plan for production control, which will require more than \$50,000,000 per annum or an absolute maximum of 10c bu.

M. W. THATCHER, the \$12,000 a year lobbyist of the Farmers National Grain Corporation leech on the public treasury, ran true to form when he suggested that payment of benefits be made first to farmers at the expense of the treasury now on a promise to reduce the 1934 acreage.

LAWRENCE FARLOW, sec'y of the Farmers National Grain Dealers Ass'n, said his organization was opposed to government interference with the marketing of grain.

STATEMENT OF GRAIN COM'ITE.

THOMAS Y. WICKHAM, Chicago, chairman of the Grain Com'ite on National Affairs, presented the following statement:

I speak as Chairman of the Grain Com'ite on National Affairs. This com'ite represents the Buffalo Corn Exchange, the Chicago Board of Trade, the Duluth Board of Trade, the Kansas City Board of Trade, the Milwaukee Grain and Stock Exchange, the Minneapolis Chamber of Commerce, the New York Produce Exchange, the Omaha Grain Exchange, the St. Louis Merchants Exchange and the Grain & Feed Dealers National Ass'n.

We are extremely desirous of seeing the income of the farmer enlarged and will co-operate in every way to help with any step that will make it possible. I should like to assure you gentlemen charged with the responsibilities of this new legislation that our office here in Washington is always at your service, that I will at all times hold myself in readiness to come to Washington to render any assistance that I can, and that a request from you will always bring to you any technical ability there is in the entire grain trade.

We believe that free and open markets must be preserved. We believe that the farmer is entitled to and should have a cash market available for his product every day in the year. So far as grain is concerned, he is entitled more-over to the broadest and most liquid futures market, strengthened by the resources of investors enjoying the fullest public support, so that there may be constantly provided to all grain handlers and processors and to farmers themselves a market in which the largest of stocks can be hedged until needed for actual consumption.

We believe, moreover, that the farmer is entitled to an export market for wheat and flour and that his highest welfare rests pretty largely upon enlarged trade with the nations which need his products. We believe it is his inalienable right to take this food he has produced with his own toil anywhere in the world he can

and trade it for the products of other men's toil to the best advantage he can, that he may prosper, that America may always be sure of sufficient food, and that hungry nations of the world may be fed.

If there is to be a tax benefit payment, the measure may well be the tariff on domestic consumption, and payment should be direct to the individual grower.

If there is to be acreage reduction, the measure is properly what agreement may be reached among wheat exporting countries at London.

However the problems which face you gentlemen are solved, may I not again offer you whatever of technical knowledge and resources the grain trades possess. We have representatives in every state, county, city and town of any size in the United States. We have a complete set-up familiar with dealing with farmers and with a peculiar knowledge of acreage, crops and conditions to qualify them for such work. It is with real pleasure that I pledge you the united services of the grain trade.

STATEMENT OF TERMINAL MERCHANTS.

GEO. H. DAVIS, Kansas City, Mo., said: I represent the Terminal Elevator Grain Merchants' Ass'n of the United States, whose membership controls 333,000,000 bus. of grain storage in 11 terminal markets. As individuals and as an ass'n we are in entire sympathy with any effort to increase the income and better the position of the American farmer.

Any plan to bring about this increase in income to the wheat farmer must recognize the absolute necessity of two things:

(1) Maintaining free and open markets so that the farmer will continue to have a cash market for his product every day in the year. This is possible in wheat only in a broad and liquid futures contract market enjoying the fullest public support and providing the opportunity for all grain handlers and processors to hedge stocks until needed for actual consumption.

(2) Retaining for the farmer his export market for wheat and flour and the ultimate expansion of this market.

This result can be accomplished by paying the farmer a benefit in addition to the market price for that part of his crop that goes into domestic human consumption, the benefit to be provided by a processing tax. The tax should be a fixed amount and for a definite period, preferably the crop year.

Both to conform to the principle of this legislation and to make the tariff effective, the proper measure of the tax benefit may well be 42c per bu., paid directly to the grower.

Crop losses in certain sections of the wheat area have accomplished the purpose sought by acreage reduction so far as those sections are

concerned. Therefore, in all sections benefits should be based on average past acreage and production rather than on this year's yield.

In accepting this tax benefit the grower should be required to agree to make such adjustment in his future acreage as will enable the United States to carry out its part of any agreement entered into by the wheat exporting countries at the World Economic Conference in London next month.

Grain Man at World Economic Conference

Frank J. Delany, who has been appointed by Pres. Roosevelt to be the technical adviser to Professor Moley and other delegates to the World Economic Conference at London commencing June 12, is a grain dealer well known to shippers in the central states who have heard his able addresses analyzing the economic problems of the grain trade.

He has long been engaged in the cash grain business at Chicago, where he is a member of the Chicago Board of Trade. Mr. Moley and Mr. Roosevelt are to be congratulated on their choice of a grain adviser; and his selection is a recognition of the fact that the men actually engaged in the grain business on the organized exchanges have the information that is indispensable to success in any effort to open the markets of the world to American grain.

President Roosevelt's delegation arrived in London June 8 and proceeded to quarters at the aristocratic Claridge's hotel where 90 rooms had been reserved.

The action taken by the League of Nations' conference at Geneva, Switzerland, on limitation of wheat production, and reviewed later at London will afford the conference a basis upon which to work.

The Rice Millers Ass'n, meeting at Galveston May 27, elected Adolf Pfeffer of Houston, Tex., pres.

Wm. L. Westervelt, Chicago, Ill., has been appointed director of processing and marketing in the agricultural adjustment administration. General Westervelt is a graduate of West Point, was 25 years in the army and for 6 years has been director of research for one of the largest merchandising firms.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

June 15, 16, 17. Piedmont Millers Ass'n, on board S. S. "Southland," embarking at Yorktown, Va.

June 20. Midsummer meeting of the Indiana Grain Dealers Ass'n, Lafayette. All sessions and banquet will be held in the Memorial Union Bldg. of Purdue University.

June 21, 22. Western Grain & Feed Dealers Ass'n at Cedar Rapids, Iowa, Hotel Montrose.

June 21-23. Mutual Millers & Feed Dealers Ass'n, Lancaster, Pa.

June 23, 24. Pacific Northwest Grain Dealers Ass'n, Lewiston, Idaho.

June 23, 24. Southern Seedsmen's Ass'n, Chicago, Ill.

June 26. Farm Seed Group of the American Seed Trade Ass'n, Sherman Hotel, Chicago, Ill.

June 27-29. American Seed Trade Ass'n, Sherman Hotel, Chicago, Ill.

June 28, 29, 30. Official Seed Analysts of North America at Chicago.

June 29, 30, July 1. Eastern Federation of Feed Merchants, Hotel Buffalo, Buffalo, N. Y.

July 24, 25. National Hay Ass'n, Olds Hotel, Lansing, Mich.

Sept. 18-19-20. Grain & Feed Dealers National Ass'n, Congress Hotel, Chicago, Ill.



Frank J. Delany, Chicago, Ill.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

Failure to Discount Off Grade Kafir Wipes Out Profits

Grain Dealers Journal: The reason country elevator operators realize no profit from handling kafir corn is that all Sorghum grains are sold basis No. 2 and this price is used in buying from the farmer and altho little of it grades No. 2, buyers do not discount the farmer for off grades. Competition is very keen, not only between the elevators, but we have a world of scoopers on Sorghum grains in the Texas Panhandle.—Kearns Grain & Seed Co., Per H. L. Kearns, Amarillo, Tex.

Dealers Must Go Out After Business

Grain Dealers Journal: We feel that the prices for machinery are at their lowest point and realize that now is the time for replacements.

At the present time we are building a new tile grain tank which will give employment to several men. We have installed all new meal and crack corn machinery. Many replacements have been made in the elevator and flour mill. Last month we opened one of the finest seed and feed stores in the middle west. Along with this we also opened a very beautiful service station.

In this day and age, the elevator operator has to go out after the business. Many of us have sat still thinking that the business would come some time, but we are foolish to wait. On our opening day we doubled our business.—Wellington Milling Co., Fred D. Wright, Sec'y, Anderson, Ind.

Service Rendered by the Elevator Operator

Grain & Feed Journals: I have often wondered if farmer customers really appreciate what an important part the elevator operator plays in their lives. Operating an elevator for the farmer's accommodation to sell his grain any day of the year is just as important a part of the community life as the bank, the churches or schools. Do the farmers realize this or do they consider the elevator merely as a matter of fact?

The elevator men should advertise in their local papers and occasionally offer customers some little inducement to trade. Elevator men should keep posted on farmers' feeding problems so they can discuss them intelligently. Many elevator operators go out and call on customers after closing for the day. In other words, they are alert and out after business. Business methods are constantly changing and the successful grain dealer of today is the one who is keeping a pace with these changes.—Sec'y, Fred K. Sale, Indianapolis.

Insurance Notes

Indianapolis, Ind.—The 1933 scholarship award of the Grain Dealers Fire Ins. Co. went to Harold E. Miller, a senior at Cathedral High School. Stanley Miller of Shipshewana was named alternate. The scholarship provides for the first year's expenses at any Indiana college or university having a course in commerce, finance, business administration or economics, and is for the purpose of encouraging high school seniors to enter business as a profession. There were ten contestants, all of whom had been chosen in district contests throughout the state.

Ohio Milk Pool Failure

The Cuyahoga County Bar Ass'n has begun an investigation of the Ohio Farmers Co-operative Milk Ass'n at Cleveland.

The 3,600 farmers delivering milk to the concern accepted in pay \$800,000 in certificates of indebtedness, a large sum was borrowed from the friendly Farm Board, and recently the property was sold in bankruptcy to Frank T. Bishop for \$406,000, and who is supposed to have paid for it with Farm Board funds, the new Farm Board loan amounting to \$650,000.

Among the charges being run down by the bar ass'n are: That Farm Board employees have a personal interest in the co-operative and have used influence to get additional federal funds; that the Farm Board is loaning new funds to the same management the ass'n had before it went into bankruptcy; that two bidders were ready to pay more than the sale price, one as high as \$600,000, if the Farm Board would agree not to finance any other dairy co-operative in the Cleveland area; that attorneys have purposely kept the co-operative in legal entanglements for three years; and that the farmers connected with the ass'n have been mulcted repeatedly during the last seven years.

A Liverpool View of Farm Relief

The directors of the Liverpool Corn Trade Ass'n in its 80th annual report point to the artificially high prices maintained by government in France, Germany and Italy, and say:

The directors have no grounds for supposing that conditions in these three Continental countries with their high barriers against imported wheat are better for the masses of the people than conditions in the producing countries, such as Canada and America.

They believe that the operations of the Farm Relief Board in the United States; the propping of the wheat market by the government of Canada, and other states activities and control, from which so much had been expected in all countries (including Russia, where state control has been carried to its logical conclusion), have been of no benefit whatsoever to the producers or to any other sections of the community. On the contrary, they have merely aggravated and prolonged the world-wide depression.

The directors do not support the view that if schemes for compulsory reduction of acreage or regulation of exports were put in force, world conditions must improve.

The remedy, so far as grain is concerned, is, the directors believe, the setting free of the world markets and the restoration of international trade and commerce. In that alone is there hope of an increase in the present deplorable prices of wheat and other grain.



Louis Mueller, Peoria, Ill., Deceased

Board of Trade Pres. Speaks at Wichita

Five hundred grain men, millers and farmers invited by the Board of Trade and the Chamber of Commerce of Wichita, Kan., heard an address by Peter B. Carey, president of the Chicago Board of Trade at a banquet June 6 in the Hotel Lassen. In part Mr. Carey said:

I submit that these laws are extreme and unusual, but hardly more unusual than conditions which forced the closing of all the banks in the nation and put some thirteen million workers into idleness and fixed equity values, in some instances, below the actual cash on hand, depressing farm prices far below cost of production.

I grant you that the misuse of powers accorded the president and some of his cabinet might prove disastrous. But I likewise contend that there is not the slightest reason to believe there will be misuse of such powers. In fact, I have concluded that resort to these much dreaded powers will, in most cases, not be taken at all, if thru other means the president can bring the nation back to its senses.

Not even the severest critic can deny that steps thus far taken have instilled in the people a courage entirely absent for the past three years; they have resulted in improved conditions in practically every basic industry; they have brought several million people out of idleness; they have permitted the man with a few dollars in the bank to sleep at night; they have started security and commodity prices back toward proper levels.

The new farm relief act admittedly is an economic and political powder mill. It comes on the heels of the Farm Board tragedy, and so it must instill both courage and serious doubt among agrarians everywhere.

But there is reason to believe a complete dictatorship over agriculture is hardly likely; I have confidence in the judicious administration of the law by Secretary of Agriculture Wallace, and in the ability and capacity of Henry Morgenthau, Jr., governor of the new Farm Credit Administration.

Brighter days ahead for the wheat farmer. Without attempting to predict the price of wheat for the immediate future, but weighing and measuring all factors that normally enter into creation of values, I am inevitably drawn to the conclusion that we have entered a cycle that moves toward higher levels, and that regardless of temporary setbacks and any artificial measures taken, wheat growing will again become a profitable pursuit.

The old gang holds on. I refer to the Farmers' National Grain Corporation, headed by Rev. C. E. Huff, late of Oronoque, Kans., which is charged by independent co-operative farmer groups with unfair practices, threats and coercion.

Huff's group borrowed 16 million dollars from the late Farm Board at 1/2 of 1 per cent interest, or \$20,000 a year, while the government paid \$650,000 a year on the same money and business men would have had to pay \$950,000, and then funded the debt over 10 years through the old administration just before election. While Huff's Delaware corporation continues its activities with public funds there will be no rest among the once peaceful co-operative groups. Monopolistic control is sought, as against the open competitive market system. Agitators have subjected markets to 30 costly federal inquiries, the net result of all simply showing the economic necessity of the exchange system.

Death of Louis Mueller

Louis Mueller began his business career as a newsboy and bootblack while attending grade school. By native ability he rose to be president of the Peoria Board of Trade and mayor of the city of Peoria.

His death June 3 is deplored by the many friends who had anticipated the benefits of his advice and counsel for many years to come. An embolism in a blood vessel led to paralysis and his unexpected death.

He was born at Peoria Jan. 21, 1872. After working three years in a drug store he entered the employ of T. A. Grier & Co., and remained with that well known firm for 25 years until he formed the Mueller Grain Co. that he conducted for 22 years.

His public spirit led him to accept the offices of alderman, director of the public library, member of the republican senatorial comite and two terms as mayor.

He is survived by the widow, a son, Robert, who is with the Mueller Grain company, a brother and two sisters.

Trade Association Problems Under Industrial Recovery Act

BY SEIDMAN & SEIDMAN, C. F. AS.

Trade associations have an opportunity of a lifetime. The Industrial Recovery Act should give them a legal impetus and prop that it would otherwise take years of effort and development to attain. If they "come through," a new economic era will have dawned with cooperative activity its keynote. If they flounder, it will mean further entrenchment for the philosophy of rugged individualism.

The virtues of trade associations and their possibilities have been sung for many a year. Their failure by and large to "deliver the goods" has been laid at the door of cramping anti-trust acts, and inability to curb outsiders or recalcitrants. Those imputed drawbacks are now to be checked. The Industrial Recovery Act is to remove the obstacles. With full sweep of the road available, trade associations are called upon to justify their existence. Are they or are they not effective agencies through which competition can be purified and waste eliminated? Can they or can they not aid industry, raise living standards, and overcome the adverse results otherwise visited upon us by falling price levels? More fundamentally, are they or are they not properly designed units for stabilization—the basic aim of the Act?

The answer to these pointed questions will depend largely upon how the associations get under way. The Industrial Recovery Act is an emergency measure. It requires and will thrive upon fast action. That haste should be necessary is unfortunate, for certainly a matter that strikes at the very roots of our economic structure and envisions a complete transplantation would have a better chance to succeed if treated with deliberation.

In proceeding, trade associations need not act blindly. Years of experience in cooperative effort in this country, without government control, and the experiences of other countries that have actually experimented with and operated under laws somewhat similar to the Industrial Recovery Act, can be readily drawn upon.

It would appear advisable first to marshal the associations themselves within the respective industries with the view of avoiding conflict. There exist today many trade associations that overlap in scope. For all to act independently would prove a serious impediment both as to time and effectiveness. There must be a coordination and simplicity in structure to embrace an entire industry. But any adherence to petty jealousies or unreasonable selfishness will be merely indicative that, emergency or no emergency, industry is not yet ready to govern itself.

THE IDEAL SET-UP would be somewhat as follows: At the top, for each industry a national association functioning as an association of constituent regional associations. In arranging the regional divisions, artificial state or city lines should be ignored. Natural geographic lines, based on the particular industry's characteristics, should be the guide-posts.

With the outer lines of the association structure perfected, the real job then begins—action from within. Foremost is the formulation of a code of practice. The code must be acceptable to the members and to the Government. Each regional association can formulate a code peculiar to that region or section of the industry. Items affecting the entire industry should be left for codification by the national association.

The psychological approach to the codification will be of the utmost importance. We Americans, by our very traditions, cling staunchly to such concepts as independence, liberty, democracy. Yet for a code of practice that will work for the common good, we must be prepared to accept restrictions in these concepts.

In voting on association policy, mere numerical strength cannot be the criterion without regard to proportionate industrial strength. On the other hand, the collective rights and position of the smaller units in the industry must be recognized by the larger groups, and vice versa. Any secret reservations of mind, any unreasonable demands by some members, any one-sided sacrifices by others, will undermine the foundation and imperil the code, the association, and the industry, no matter how zealously the law is enforced. So also, any concerted idea of fleecing the public must be spiked at the outset. For even if a code so founded should happen to get by the Government, opposition from the consuming public would soon beset the code, with disastrous results.

IN DRAFTING A CODE, it will be necessary to guard against the pitfalls of biting off too much, especially at the outset. A broad, general form, to be cemented by experience, will be more desirable than any initial labyrinth attempting to deal with minutia. That is particularly true where an industry is beset by individual differences or production methods. Where, however, a product is uniform, and a substantial investment is required to engage in the business, there is room for a much stricter and more tightly drawn code.

ADMINISTRATION OF THE CODE. Unless there is an impartial, intelligent, efficient administration, the code structure will crumple notwithstanding the supporting arm of the law. An executive or managing committee of men imbued with impartiality and vision is required. It may be helpful to have the committee membership rotate. In any event, the machinery of control must act swiftly, persistently, and without complications. It must be geared for the handling from within of adjustments, technical problems, and disputes, rather than running to the law.

Internal friction has been the bane of some association activities. This has added a new element of cost, in some instances outweighing the saving in cost from the elimination of wasteful competition. That internal friction should arise is natural because of the variation

in financial strength, technical progress, initiative, and standing of the respective members. A skillful administrative body can, however, ameliorate the human problems, and in the stress of our present emergency, perhaps eliminate them entirely.

True it is that with the law as an ultimate enforcing agent, the association's burdens will be eased. But to depend solely on the law will be retrogression rather than advance in cooperative activity. Furthermore, with the law at their elbow to aid them, the associations face a test of their *raison d'être*. If, in spite of such support, they disintegrate, not much can presently be hoped for from a purely voluntary status. The legal aid will be temporary. It is designed only for the period of the emergency. If associations come through with flying colors during the emergency period, their activities will have gathered sufficient momentum to carry along without recourse to legal sanction.

Under the Industrial Recovery Act, each trade will practically write its own constitution, and if approved by the Government, such constitution will become the "law of the trade." However, the opportunity to write one's "own ticket" may sometimes warp the vision and defeat the very ends desired to be achieved. In the present instance, what is sought is not a restriction of trade, but an increase of trade with its train of higher prices, increased employment, and better living standards. The restrictive element is to be applied to cut-throat competition, and competition of the ignorant type.

Diverting \$200,000,000 from the public works fund to agricultural relief is a new proposal of the administration. Such an amendment has been drafted after a conference between Sec'y Wallace and members of the Congress. The \$100,000,000 already available, even with \$200,000,000 added, will be totally inadequate to pay farmers any appreciable benefit, for which billions of dollars are required.

Books Received

COZZENS GUIDE AND MAPS of the Century of Progress Exhibition showing the grounds, buildings, concessions, the Chicago Loop or business district, and the location of all transportation terminals and routes, as well as a street directory, is being distributed free to their many friends in the trade by Clement Curtis & Co., Chicago, Ill.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at following markets for the past three weeks have been as follows in cents per bushel:

	Wheat												
	May 24.	May 25.	May 26.	May 27.	May 29.	May 31.	June 1.	June 2.	June 3.	June 5.	June 6.	June 7.	June 8.
Chicago	72½	71½	72½	74½	74½	73½	73½	73½	72½	73½	73½	74	73½
*Winnipeg	62½	63½	65½	64½	65½	64½	64	63½	62½	62½	62½	64	64½
*Liverpool	73½	73½	75½	76½	77½	74½	75½	73½	73½	73½	73½	74½	74½
Kansas City	66½	65½	66½	68½	68½	67½	67½	66½	68½	68½	69½	68½	71½
Minneapolis	70½	69½	70½	73½	73	72½	72½	71½	70½	71½	71½	72½	71½
Duluth, durum	65	64½	64½	67	66½	65½	66	65½	63½	64	62½	62½	64½
Milwaukee	72½	71½	72	74½	74½	73½	73½	73½	72½	73½	73½	74½	73½
	Corn												
	May 24.	May 25.	May 26.	May 27.	May 29.	May 31.	June 1.	June 2.	June 3.	June 5.	June 6.	June 7.	June 8.
Chicago	45½	44½	45½	46½	46½	45½	45½	44½	44½	45	44½	44½	43½
Kansas City	41½	40½	41½	42½	41½	40½	40½	40½	40½	41	40½	40½	42½
Milwaukee	45½	44½	45½	46½	46½	45½	45½	44½	44½	44½	44½	43½	45½
	Oats												
	May 24.	May 25.	May 26.	May 27.	May 29.	May 31.	June 1.	June 2.	June 3.	June 5.	June 6.	June 7.	June 8.
Chicago	25½	24½	25	25½	25½	25½	24½	24½	24½	24½	25½	25½	27½
Winnipeg	28½	28½	28½	29½	28½	29½	29½	28½	28½	28½	28½	28½	29
Minneapolis	22	22½	22½	22½	22½	22	21½	21½	21½	22	23½	23	26
Milwaukee	25½	24½	25	25½	25½	25½	25	24½	24½	24½	25½	25½	29½
	Rye												
	May 24.	May 25.	May 26.	May 27.	May 29.	May 31.	June 1.	June 2.	June 3.	June 5.	June 6.	June 7.	June 8.
Chicago	57½	57½	58½	60	60	59½	60½	61½	60½	61½	60½	61	61½
Minneapolis	52½	51½	52½	54½	54½	53½	54½	55	54½	55½	54½	55½	56
Winnipeg	45½	46½	48½	49½	49½	50½	50½	49	50½	49½	49½	48½	50½
Duluth	54½	54	55½	57	57	56½	57	58½	56½	58½	57	57½	58½
	Barley												
	May 24.	May 25.	May 26.	May 27.	May 29.	May 31.	June 1.	June 2.	June 3.	June 5.	June 6.	June 7.	June 8.
Minneapolis	29½	28½	28½	30½	30½	30½	30½	29½	29½	29½	29½	30½	33½
Winnipeg	37½	37½	38½	38½	38½	38½	37½	37½	37½	36½	36	35½	37½
Milwaukee	33½	33	33½	35½	35½	35½	35½	34	34	34	34	34½	38½
Chicago	33½	33½	35½	35½	35½	35½	35½	34½	34½	34½	33½	34½	38½

*At par of exchange, \$1.00 and \$4.8665.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

LeRoy, Ill., May 25.—Not more than 1% of the corn around here has been planted.—W. A. Webb, Big Four Elvtr.

Dana, Ind., May 27.—No corn has been planted yet on account of the wet weather.—H. S. Storr, Dana Elvtr. Co.

Southport, Ind., May 21.—About 70% of the corn planting is completed in this territory.—J. J. Riser, Farmers Co-op. Co.

Baltimore, Md., June 10.—Competent observers estimate the coming wheat crop in this state at between 50 and 60% of normal.—R. C. N.

Greenwood, Ind., May 31.—Corn planting is pretty well along thru here. Better than 50% of it is done.—John H. Hunt, Greenwood Grain Co.

Farmland, Ind., June 3.—Corn planting is nearly done. Just a few fields in which farmers are working.—H. Wagner, Goodrich Bros. & Co.

Kappa, Ill., May 24.—Corn planting is getting under way rapidly as the soil dries sufficiently to permit working.—Claude Thompson, El Paso Elvtr. Co.

Rushville, Ind., June 1.—Corn planting is pretty well along. A few more days of good weather and it will be completed.—Orville Orme, Arnold Orme & Sons.

Ridge Farm, Ill., May 27.—Only about 1% of the corn has been planted thru here, and much plowing remains to be done.—J. C. Jones, Farmers Co-op. Grain Co.

Eureka, Ill., May 23.—Corn planting has just begun, but rapid progress is being made in the drying fields.—Joseph Leman, Jr., Eureka Farmers Co-op. Ass'n.

Maxwell, Ind., June 1.—About 50% of the corn thru here has been planted and rapid progress is being made toward finishing this work.—G. B. McBain, Maxwell Grain Co.

Marion, S. D., May 23.—Growing crops doing fine, but a week to 10 days late. Corn practically all planted. First cutting of alfalfa will begin first week in June.—W. H. Borman.

Pretty Prairie, Kan., May 24.—Due to the long drouth the wheat in this locality will not average more than five or six bushels. Oats are heading at four to five inches high. Nothing doing any good.—Collingwood Grain Co., S. E. Young, mgr.

Yorktown, Ind., June 2.—About 90% of our corn has been planted. Oats and clover were sowed as late as last week. Wheat has a condition 90% of normal, but the acreage is about 25% short of a year ago.—H. L. Welch, Farmers Co-op. Co., Inc.

Wilmont, Minn., May 27.—The crops in this vicinity are fair to good with the exception of flax, which was injured badly by the high wind and drifting soil.—The hay crop will be short, due to lack of moisture during April.—T. J. Enright, mgr., Wilmont Farmers Elvtr. Co.

Enid, Okla., June 3.—Oklahoma has lost 10,000,000 bus. wheat in the last ten days, and total production will not exceed 20,000,000 bus. The plant is turning white, and fields that formerly were estimated at 10-12 bus. to the acre will produce nothing now.—Ben U. Feuquay, Feuquay Grain Co.

Chicago, Ill., June 1.—The condition June 1 of wheat was 65.2; spring wheat 84.3; oats 77.5; barley 83.7, and rye 77.4; against 64.7; 84.5; 78.9; 82.3, and 80.4 respectively a year ago. Production of wheat is estimated at 353,000,000 bus. winter and 255,000,000 bus. spring, against 462,000,000 bus. winter wheat last year.—E. H. Miller, statistician Jas. E. Bennett & Co.

Roseville, Ill., June 10.—Corn planting practically completed; general condition is poor; with favorable growing season corn crop will be moderate. Oat ground is very hard; has large cracks permitting rapid drying out; oats prospects not good at present. After three weeks of steady rain we have had two weeks of no rain—rather poor beginning for crop season.—I. C. Pratt.

Fountaintown, Ind., June 1.—We will have a short wheat crop this year. Corn was down in the fields so badly last fall that the customary crop was not planted.—L. F. Cherry, Central States Elvtr. Corp.

Cruger (Eureka p. o.), Ill., May 23.—Very little corn has been planted to date but farmers are speeding this work at every opportunity and are busy in the fields today.—W. G. Smith, Cruger Farmers Co-op. Ass'n.

Ford Woods (LeRoy p. o.), Ill., May 25.—No corn has been planted so far on account of wet weather, and not more than half the plowing is done. Water still stands in many fields.—W. C. Lantz, Hasenwinkle-Scholer Co.

Chillicothe, Mo., June 8.—The writer has recently returned from a trip thru the north part of the state, from Kansas City to Hannibal, and the best corn was in Lafayette County and Carroll. This week will find most all the corn clean as no rain has fallen for several days, moisture is needed. To the east part of the state, they have been held back with planting and possibly a large acreage will be idle. Beans have been favored where seeding has been late. The wheat is not far enough along for the last few hot days to bother, however; it is ripening fast. Oats are fair and are about up to usual yield and quality.—Henderson Produce Co., W. M. Gains.

Indianapolis, Ind., June 7.—Corn planting was pushed steadily, with considerable of the work proceeding through the night as well as the day. The bulk of the crop is now sown in most central and northern localities, and there was some cultivating and harrowing of corn where up in order to break crusted top soil. Wheat made favorable progress and is mostly headed with some blooming into the northern counties. Reports on oats growth were somewhat irregular, but the crop as a whole made fair to good advance, and is heading past Daviess County. In northern sections oats range from 4 to 8 inches in height.—J. H. Armington, senior meteorologist, U. S. Dept. of Ag.

Jefferson City, Mo., June 12.—Missouri winter wheat forecasts total production of 16,016,000 bus., against 14,851,000 in 1932, or 7.8% greater. June condition is 74 per cent of normal, indicating 13 bus. per acre, comparing with 77% condition last year, final threshing returns show 11.2 bus. Oats are 80% against 51% last June, yield 19 bus., poor in the southwestern and southeastern counties. Barley is 74 per cent, forecasting 18 bus. per acre, 67% last year, yield 17 bus. Rye indicates 8 bus. per acre on 17,000 acres, or 136,000 bus., against 15,000 acres, 1932, at 7.5 totaling 112,000 bus. Corn planting was 15 days late, due to frequent rains of May. Soybeans are late also.—E. A. Logan and Jewell Mayes, Federal and State Depts. of Ag.

Topeka, Kan., June 9.—The Kansas winter wheat crop is forecast at 56,696,000 bu.; slightly less than on May 1 and the outlook is for a crop only 53 per cent of last year's production. Corn was planted later than usual but is starting the season in about average condition at 78% of normal. Soil moisture is inadequate in the western two-thirds of the state and barely sufficient for current needs in the eastern third. The condition of spring sown small grains is below average and yield prospects have declined from the effect of high early June temperatures. Rye production will be small. Hay crops, both tame and wild, are rated below average. U. S. winter wheat production is estimated at 341,017,000 bus. compared with 462,151,000 bu. last year.—A. K. Reed and J. C. Mohler, of the U. S. and State Depts. of Ag.

Springfield, Ill., June 7.—Corn planting was rushed, tractors working at night; the heat of the last few days, however, retarded work by team-operated equipment. While some fields of early planted corn are up and have been cultivated, there are also reports of intention for further breaking of ground; apparently planting is from 80 to 90% completed in the north third of the State and from 25 to 90% completed in central and southern counties, least planting having been done in the south due to much flooded ground. Progress of small grains was good. Condition of winter wheat is reported generally fair to good; it is heading to the northern boundary and is beginning to turn color in the extreme south; chinch bug or fly damage occurred in Will, Montgomery and Macoupin counties, and rust from Jackson and St. Clair counties. Army worms are reported in alfalfa and corn fields in St. Clair County.—W. F. Feldwish, meteorologist, U. S. Dept. of Ag.

Toronto, Ont., June 9.—The condition of field crops for the province of Ontario as at May 31, 1933 and 1932 respectively, was as follows: Fall wheat, 95 and 100; spring wheat, 96 and 95; oats, 96 and 95; barley, 96 and 95; fall rye, 94 and 96; alfalfa, 99 and 97. Favorable weather conditions and frequent showers thru May were beneficial to all sown crops.—S. H. H. Symons, statistician, Ont. Dept. of Ag.

Otis, Colo., June 9.—Recent rains of June 7 and 8 have greatly increased our hope for good crops in this country. The rains, which totalled nearly an inch, fell at the well known psychological moment, as small spring grains were beginning to suffer. Some hail in the southern section of northeastern Colorado beat down spring wheat and barley but the consensus of opinion is that it will all come out of it. Terrific winds which preceded the rain in some sections did considerable damage to farm buildings and to grain in sand land. Numerous grain bins, windmills, chicken and hog houses were collapsed by the winds, which carried dust so thick that it was impossible to see more than 20 feet at times.—R. E. Chilcoat Grain Co., by M. K. Leadbetter.

Oklahoma City, Okla., June 9.—Condition of Oklahoma wheat on June 1 was 51% of normal compared with 54% a year ago. The indicated yield is 8.5 bus. per acre compared with 11.0 bus. in 1932. The condition of wheat declined in all important wheat districts except the central district where beneficial rains were had. Other districts declined from five to nine points, the greatest decline being in the Panhandle and adjoining counties where lack of rainfall and high winds caused great damage during May. Reports from the three Panhandle counties indicated that virtually all of the wheat left standing on May 1 was ruined by May sand storms. High winds and blowing sands were also destructive in the southwest and west-central counties but reports indicate expected yields ranging from 7 to 9 bus. per acre for these areas. Yields will be fair in the central and north-central counties but recent hot, dry weather has caused wheat to ripen rapidly. The condition of rye on June 1 was 52% of normal compared with 59% a year ago. A large part of the rye acreage has been plowed up or is being pastured. The condition of Oklahoma oats was 65% of normal on June 1, compared with 51% a year ago. The early spring drouth was detrimental to oats but May rains were beneficial. The crop is poor in the western third of the State due to dry weather and high winds. Oats are excellent in the eastern counties where rainfall has been ample. There are no complete failures except in the Panhandle and adjoining counties. While the plants are short, the heads are long and well filled. The condition of barley was 48% on June 1 compared with 51% June 1, 1932. The barley crop is a near failure in some counties of the northwestern, north-central and southwestern counties, due to drouth and sand storms. In other counties a fair crop is in prospect. Harvesting began the last week in May.—U. S. Dept. of Ag.

Decatur, Ill., June 10.—Farm activities have been pushed to the limit. Corn planting by tonight will be 95% completed in the state. Right through the central area, where work was so much delayed on account of the wet weather, it will take those farming on a large scale until the middle of next week to get their corn in the ground. The corn that was planted last week and early this week is up and shows a good stand. Some of the early fields have been cultivated once. This forcing corn weather, with occasional showers, will be helpful in overcoming some of the lateness in getting the crop planted. Wheat looks good, heads are about average and seem to be filling well. In this immediate territory wheat is now right between the milk and dough stage. The surface soil is crusted, however, moisture can be found from 1½ to 3 inches from the top. With 9.98 inches rainfall in May, our guess would be there is ample subsoil moisture, although a nice shower would be welcome. Oats are looking much better than last week, brown tips are disappearing and they now have a green color, whereas a week ago they were yellow on account of too much wet weather. Most of the oats in this territory are from 10 to 14 inches high and it will be two weeks on an average before they will be headed, with the exception of a few early fields. The drowned out spots do not help the appearance of many fields. Some soy beans are planted, however, it will take all of next week to complete this work, as much of the ground that has to be plowed will go into beans.—Baldwin Elvtr. Co.

Wichita, Kan., June 7.—In Oklahoma the wheat has been hurt since the 1st of May by continued drouth, as well as by extremely hot weather. Estimates vary all the way in damage from 10 to 30%. The last three days of excessive heat have not hurt the wheat in Oklahoma as much as it will in Kansas for the reason that the crop was farther along in the dough state than wheat in Kansas and Nebraska. Taking the Pan-handle from Darrouzett, Texas, on west on the Spearman branch clear on out into Mexico—that territory is blank. Coming up into Kansas the territory that previously indicated would make pretty good wheat has been damaged by continued drouth; while some of the territory has been caught by the last few days of hot wind, it has not been hurt as badly as the northern half of Kansas because this territory is in the milk stage. There will be lots of wheat that will run down in the fours on test weight. There will be a wide variation in the same territory in protein. The light weight wheat that was caught by excessive heat and shrunken will run high in protein but light in test. A variation of protein from 11:50 to 15:00 in a territory no farther than 15 miles apart has been noted. General ideas of the dealers are that there will be considerable protein, but one does not want to overlook the fact that nearly all of western Kansas which is usually high protein and all of the Spearman branch of Texas which is always high protein are clearly and definitely out of the picture. So while the territory that runs usually low may run high this year, still there will not be as much protein in proportion as other years. The damage to Kansas the last three days of excessive heat can hardly be estimated accurately. Our guess is from 10 to 30%. The yields so far in Oklahoma have been very uneven, and as one dealer stated, "When they get into this wheat generally, it will be of considerable disappointment."—Bill Burns, Strong Grain & Feed Co.

Minneapolis, Minn., June 7.—The uniformly favorable crop prospects in the Northwest of a week ago have been somewhat lessened during the past few days. Successive days of extreme heat and scorching winds in an important grain producing section of South Dakota, namely the James River Valley, have materially lowered the present crop prospects in that area. The amount of damage resulting will depend on weather conditions in the next few days. The almost total lack of reserve moisture in this part of South Dakota has made it evident from the start of the season that frequent rains would be essential to the production of a good crop. In the greater part of the Northwest, prospects are still favorable. Recent high temperatures have forced rapid crop development, particularly in sections supplied with ample moisture. Rain would be beneficial in a large part of the territory but in very few districts is it urgently needed at this time. In almost the entire territory wheat is from six inches to a foot high and, with the exception of the drouth areas, is of uniformly good stand and color. Coarse grains are not quite so advanced due to later seeding but are in an equally good condition. An unusual variation is reported in the condition of the rye crop. Rye is jointing in most districts and is heading out in others. Some districts report no winter kill and satisfactory conditions while many others, particularly in South Dakota, show heavy abandonment and serious damage. The very spotted condition of the rye crop makes it difficult to estimate the outcome, but from present indications, it will be rather poor. Flax seeding is completed in the south but is still under way in northern districts. Some sections show an increase while fear of grasshoppers has reduced the flax acreage materially in others. The total flax acreage will probably be somewhat less than a year ago. Opinions vary as to the seriousness of the grasshopper menace. Fortunately, the severe infestation of these troublesome insects is largely localized, and, as long as pastures remain green, they probably will not attack the growing grain. In many districts, county authorities are co-operating with the farmers to fight these pests. Reports of weedy conditions are increasing, particularly from the poorly farmed districts. It is evident that much of our grain this year will carry heavy dockage. Although Northwest crop prospects have suffered some setback the past week, the damage is almost entirely confined to a part of South Dakota, and the situation there could be greatly improved by rains within the next week. Generally favorable crop conditions still prevail over the major portion of the Northwest.—The Van Dusen Harrington Co., by Paul C. Rutherford.

Government Crop Report

Washington, D. C., June 9.—The U. S. Department of Agriculture makes the following forecasts and estimates:

Crop.	Condition June 1.			
	Average 1921-30.	1932.	1933.	
Wheat:		Pct.	Pct.	
Winter	75.0	64.7	64.0	
All spring	85.8	84.5	84.0	
Durum, 4 states	84.7	84.5	84.5	
Other spring, U. S.	84.0	84.0	84.9	
Oats	82.2	78.9	78.7	
Barley	84.4	82.3	80.4	
Rye	82.4	80.4	73.7	
Hay, all	82.6	77.4	79.9	
Hay, all tame	82.7	76.9	80.0	
Hay, wild	82.3	79.7	79.4	
All clover and timothy hay	80.8	74.6	82.0	
Alfalfa hay	86.7	83.5	79.5	
Pasture	84.0	77.6	81.5	

The winter wheat acreage is estimated at 27,096,000, or 80.5% of 1932, of rye, 2,854,000, or 87.3% of 1932. Total production of winter wheat is estimated at 341,000,000 bus., against 462,000,000 bus. last year, of rye 30,400,000 bus., against 39,900,000 last year. Yield per acre is estimated at 12.6 bus. wheat and 10.6 bus. rye, against 13.7 bus. wheat and 12.2 bus. rye last year.

Winter Wheat 369,000,000 Bus.

Chicago, Ill., June 2.—Winter wheat prospects improved during May with generous moisture and growing weather over most of the area. Condition is now 66.8% of normal, thus being somewhat higher than last year on June 1 when it was 64.7. A ten-year average is about 74% of normal. We interpret present condition as forecasting a yield of 13.6 bus., which compares with 13.7 bus., final outcome of last year's crop and a ten-year average of 14.7 bus. On the government estimate of acreage remaining for harvest, 27,096,000 acres, this yield amounts to 369,000,000 bus., which compares with 462,000,000 produced last year and 620,000,000 average for the preceding five years.

Spring wheat acreage is estimated to be 99.3% of last year's acreage; which, applied to the government's estimate of last year's acreage, amounts to 21,267,000 acres. This is somewhat more than our indications a month ago; also somewhat larger than the government's March report of farmers' intentions to plant, which was 20,986,000 acres.

Spring wheat condition is fairly high, 86.6% of normal, which compares with 84.5 a year ago and 85.8, a ten-year average. We interpret the present condition as suggesting a yield of about 12.9 bus. per acre, or a total production of 275,000,000 bus. The crop last year was 265,000,000 and the average for the preceding five years 254,000,000 bus. The increase over last year is in the Pacific Coast states, where spring wheat has been substituted for killed out winter wheat. —Nat C. Murray, statistician, Clement, Curtis & Co.

Orange Leaf Rust on Winter Wheat

Chicago, Ill., June 1.—There has been considerable orange leaf rust and excessive water scalding in the southern edge of the wheat belt east of the Mississippi river and, while the more recently favorable weather has improved these conditions, especially on the uplands, the surface soil has been left too hard.

The winter wheat condition applied to the official acreage for harvest May 1 is reported at 66.2% of normal compared with 63.6% the ten-year (1921-30) June average of 75, and the 1919-23 June average of 77.2. Further abandonment of doubtful acreage has taken place.

The condition of spring wheat on June 1 at 88.8 is above the 1921-30 June average of 85.8 and last year's of 84.5. Indicated spring wheat production is 273,952,000 bus., compared with 265,000,000 last year and 270,000,000 the 1924-28 average.

All wheat production is forecast at 631,619,000 bus., compared with 726,831,000 last year, 900,219,000 in 1931 and 857,427,000 in 1930.

Oats acreage is estimated at 39,010,000, compared with 41,224,000 last year and 39,800,000 in 1931. The condition is thought to be 80.5% of normal, whereas the 1921-30 average is 82.2. Indicated oats production is 1,197,000,000 bus., or 80,000,000 below the 1924-28 average and compared with 1,242,000,000 last year.

Rye production is forecast at 34,034,000 bus., compared with 35,360,000 last month. The 1932 crop was 39,855,000 bus.

Barley condition is reported at 83.8% of normal, compared with the 1921-30 average of 84.4. Barley acreage is estimated at about the same as last year's and the production only moderately larger than a year ago because of the considerably shorter crop in California and a poor start in parts of the Southwest.

Corn acreage will be larger than official intentions if without continuance of unfavorable weather. About 32% of the total United States acreage remains to be planted on June 1.—R. O. Cromwell, statistician, Lamson Bros. & Co.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Marion, S. D., May 23.—Farmers are selling grain rather reluctantly at present levels.—W. H. Borman.

Wichita, Kan., June 9.—This market received its first car of new wheat today, 7 days earlier than in 1932, consigned from Byron, Okla., to the Adair-Morton Grain Co.

Milwaukee, Wis., May 22.—Receipts of barley at Milwaukee during the first twenty days of May this year were 2,169,990 bus., as compared with 241,110 bus. for the same period a year ago.

Milwaukee, Wis., May 22.—Chicago shipments from Milwaukee this season to date were as follows: Wheat, 1,744,500 bus.; corn, 350,232 bus.; oats, 27,000 bus.; rye, 186,916 bus.; total, 2,308,648 bus.

Fairland, Ind., May 31.—A large volume of both corn and wheat still remains in the country to be brought to market before a new crop is offered.—M. L. Alexander, Central States Elvtr. Corp.

Selma, Ind., June 3.—A lot of old corn is still back on the farms and it looks like the farmers will hang onto it. The holding is speculative, farmers looking for higher prices.—Sam Conrad, Farmers Co-op. Elvtr. Co.

Kansas City, Mo., June 9.—The first car of new wheat arrived here today, from Pond Creek, Okla., grading No. 1 hard, 12.35%, 61.7 lbs. The earliest prior arrival on record was June 10, 1901 and 1930. The wheat was shipped for the account of the Hacker Flour Mills of Jefferson, Okla.

Chicago, Ill., June 12.—Two barges, carrying 25,000 bus. of corn, docked yesterday at the elevator of the Farmers National Grain Corp. at 22nd and Lumber sts., being the first corn to be shipped over the Illinois waterway to this city. The barges were loaded at Ottawa and at Peoria.

Chillicothe, Mo., June 8.—Considerable old corn is held in strong hands and a slight weakening of the markets would see a big rush on the part of the holders to sell. All old wheat is gone, however; very little raised here. Paying prices by dealers and feeders have been at a premium on corn. Our opinion is that a favorable season on the growing corn would reflect a very bearish feeling and free selling would begin.—Henderson Produce Co., W. M. Gains.

Ottawa, Ont., June 9.—Stocks of wheat at the different elevators for the week ending June 2 were as follows: Western country elevators, 96,022,828 bus.; interior pte. & mill elevs., 6,068,231; interior pub. & semi-pub. term., 2,898,149; Vancouver & New Westminster, 7,928,898; Victoria, 151,277; Prince Rupert Elvtr., 301,715; Churchill, 2,430,283; Fort William and Port Arthur, 47,505,833; in-transit lakes, 6,647,869; eastern elevs., lake ports, 17,565,525; eastern elevs., sbd. ports, 8,924,344; U. S. lake ports, 3,829,892; U. S. Atlantic Seaboard ports, 765,767; totals, 201,040,611; same week previous year, 144,574,198. The total of oats was 9,679,979 bus., of barley 6,403,493, of flaxseed 1,090,868, and of rye 5,064,070, compared with oats 6,044,837 bus., barley 6,442,574, flaxseed 1,404,158, and rye 9,447,575 for the same week of 1932.—R. H. Coats, statistician, Dominion Bureau of Statistics.

First Car of 1933 Wheat

Grandfield, Okla., May 29.—The first truckload of 1933 wheat was unloaded here today, 10 days earlier than usual; and on May 31 R. I. Helton, grain dealer and banker, billed out the first carload, consigned to the Transit Grain & Commission Co., at Ft. Worth, Tex.

Leo Potishman, pres. of the company, said the wheat graded No. 1 dark hard, 62 lbs. to the bushel, moisture 13.5%, protein 13.8%.

E. B. Wooten, sec'y of the Grain & Cotton Exchange, took sealed bids on the car, which sold at 83½c, plus a premium of 5c for being the first car of new crop wheat at that market June 1. This price is 20 cents above that paid for the early harvested wheat a year ago.

Ohio Dealers Criticise Industrial Control Bill

The industrial control bill, forcing industry into partnership with the government, now pending before Congress, came in for a great deal of discussion and criticism at the 54th annual convention of the Ohio Grain, Mill & Feed Dealers Ass'n, held at the Van Cleve Hotel, Dayton, June 6 and 7.

Many dealers felt that passage of the bill would impose upon the trade unjust and unnecessary regulations that would increase costs without increasing business. All recognize the necessity of united action and felt that the trade should get behind its ass'n with a large membership. Many favored meeting the government half way thru voluntary self regulation.

Tuesday Morning's Session

PRES. R. H. BRUNDIGE, Kingston, opened the first session at 10:30 a. m. Tuesday. Rev. Emil Bauman, pastor at the Forest Avenue Presbyterian Church, pronounced the invocation. Bert Kloefer, Dayton Chamber of Commerce, delivered a warm welcome, and S. B. Swope, Canal Winchester, expressed the appreciation of the delegates.

PRES. BRUNDIGE in his annual address, said:

PRES. BRUNDIGE'S ADDRESS

In the swirl of changing conditions, to which most of us were introduced by the hard knocks of experience, many have lost their economic equilibrium and become wrecks, obstructing and confusing the paths to national progress.

Confronted too often with sudden changes in credit and values of balances, once considered secure, confidence has been weakened. The past few months have been strenuous but out of them may come the dawn of a new day for agriculture and its service.

The grain, mill and feed trades being fundamental, it is logical to assume that our course, directed with renewed faith, will help to lead this country into greener and more productive pastures.

Let us alter that phrase, "Buy American" to "Buy Quality" or "Buy what you need" or "Buy whatever there is profit in using." We do not need to limit our buying to things American for we have hungry and needy nations about us who can profitably use our products.

Let us maintain an equalized exchange with these nations whereby we can trade our products for theirs on a basis beneficial to both. Thus may we find a market for our agricultural production and re-enthron the American farmer as the world's greatest consumer, the man who creates prosperity.

Let us eliminate waste, promote thrift, abolish the economic slacker, create wealth by producing it and look forward to the new day. Let us also consider our own investments in the fundamental services we perform. They entitle us to an honest living wage and thru associated endeavor we shall gain our right to exist and prosper.

SEC'Y W. W. CUMMINGS, Toledo, reviewed ass'n activities in his report, saying:

SEC'Y CUMMINGS' REPORT

This is the 54th annual convention of our ass'n, the oldest of all grain and feed organizations. During the past year the officers and com'ites have earnestly strived for a reduction in electric power and railroad rates to meet deflation in all commodity prices. We have supported movements for changes in trucking legislation because trucking seriously affects the business and finances of grain and feed men.

Membership for the year shows a gain of six. We have obtained 27 new names and lost 21 thru non-payments of dues, resignations, etc. There are also 21 members whose dues were payable in May and June and which previously were included in the annual report, but we have been unable to collect them this year owing to the annual meeting being held about three weeks earlier than usual.

Dues alone will not run an organization. We must have workers and leaders. Men show leadership by taking an active part in the affairs of their ass'n. They help the officers in their work and assist the committees. Thus they benefit themselves, by getting the most out of their membership and at the same time make the ass'n of more value to all.

No com'ite of this ass'n is more important than its membership com'ite, for without new members there would soon be no ass'n. We lose old members each year due to deaths, retire-

ment from business, mergers, etc. We must secure new members to fill these gaps the same as every business must constantly secure new customers to take the place of those they are bound to lose.

A large and representative membership gives strength, power and prestige to the ass'n, so that it may present a united front in its efforts against legislative attacks, unfair competition, its fight for equitable power and railroad rates, etc.

We cannot hire solicitors for membership work. The traveling expense alone would be prohibitive. Neither can the ass'n afford to have its sec'y travel over the entire state to solicit new members, and, except for his trips on other business, we have had to depend on mail solicitation and the district meetings. It is disappointing to your officers that a greater number of our members are not helping to build a stronger ass'n by giving us the benefit of their experience and wisdom in the work that is before us. The last few years have not been conducive to an increased membership roll, yet never in our 54 years' history has there been a greater need for concerted action.

Of the 27 new members secured the past year, three were thru the efforts of E. P. Short, Ohio representative of the K. & A. Seed Co., and one was secured by M. R. Maney, manager of the Grain Department of the Ohio Farm Bureau Service Co. The others were all secured by the pres. and sec'y.

All the group meetings held during the year were well attended. These meetings are arranged with the cooperation of our members and bring dealers and millers together for free and open discussion of local problems. The importance of frequent local meetings has been demonstrated over and over again, and we urge our members to take advantage of this feature of ass'n service. Your sec'y and other officers are always at your call in arranging group meetings.

Since the last annual convention we have held two meetings in Circleville, two in Columbus, (besides the regular fall meeting), one in Lebanon and one in Washington Court House. Trucking, power and railroad rates, banking conditions and other important subjects were discussed. A meeting in Lancaster was held in conjunction with the coal and railroad interests and trucking was the important topic. A new organization was formed and officers elected. A fee of five dollars was assessed each member. Many of the grain men in central Ohio joined this movement. One meeting was held after the election of officers and recommendations were made to the state legislature regarding changes in trucking laws. A few of those who joined this group had previously dropped out of our ass'n due to poor business and scarcity of money. After the second meeting no further efforts were made owing to the lack of funds.

A bill embodying new industrial measures is now under consideration by the federal government. Until there is actual legislation, and until certain administrative policies are announced, the ass'ns will have many questions that can not be answered. Fully recognizing this, and desirous of being prepared and equipped to get under way quickly, many ass'ns are taking advantage of the present situation and the favorable national publicity by conducting campaigns to enlarge and strengthen their membership and give the organization a more representative character. Can we do likewise?

SEC'Y CUMMINGS read the treas.'s report, showing the finances of the ass'n to be in good order:

TREAS.'S REPORT

Receipts

Balance July 1, 1932.....	\$1,522.72
Received for dues.....	1,770.00
Directory advertisements.....	604.00
Interest on bond.....	46.73
	<hr/>
	\$3,943.45

Expenditures

Lima Convention.....	\$ 138.75
Printing and office supplies.....	79.20
Postage.....	132.92
Salaries.....	1,540.00
Multigraphed bulletins.....	47.35
Telephone and telegraph.....	10.13
Officers traveling expense.....	135.84
Directory expense.....	336.57
Dues, nat'l ass'n.....	92.00
U. S. Chamber of Commerce.....	15.00
Exchange, tax on checks.....	2.07
Local meeting expense.....	21.75
	<hr/>
	\$2,551.58

Balance June 1, 1933.....	\$1,391.78
U. S. Gov. 4% bond.....	\$1,000.00
Huntington Nat'l Bank.....	391.78
	<hr/>
	\$1,391.78

PRES. BRUNDIGE appointed the following com'ites:

NOMINATIONS: John Motz, Brice, chairman; S. W. Swope, Canal Winchester; A. L. Garman, Delphos.

RESOLUTIONS: E. T. Custenborder, Sidney, chairman; L. W. Dewey, Blanchester; F. E. Watkins, Cleveland.

Adjourned to 1:30 p. m.

Tuesday Afternoon Session

PRES. BRUNDIGE called the second session to order at 1:30 p. m. Tuesday.

BENNETT CHAPPLE, JR., Middletown, read a treatise on increasing the domestic consumption of wheat, advocating the use of advertising by grain and milling industries. This will appear in a later number of the Journal.

FRED E. WATKINS, Cleveland, urged membership in the ass'n, so that the trade might protect itself and guard against too strong dictation under pending industrial recovery legislation.

GEO. E. BOOTH, Chicago, pres. of the Grain & Feed Dealers National Ass'n, approved the remarks of Mr. Watkins. Since the government proposes to cooperate with trade ass'ns in working out trade rules and agreements it is obviously necessary that the individual belong to his ass'n, if he wishes to be heard. The ass'n is the means of protest against unfair legislation.

CHAS. QUINN, Toledo, sec'y of the Grain & Feed Dealers National Ass'n, added statements declaring the building of an ass'n depends upon constant effort to keep up the membership. It is the duty of the trade to support its ass'n.

The industrial recovery bill may lead to policing of the trade thru the Department of Commerce, or the Department of Agriculture.

This country owes internally 200 billions of dollars. The interest burden is excessive. Downward revision of debts is the administration's answer. Inflation was the answer in foreign countries when they became hopelessly insolvent.

When Mr. Roosevelt calls for the cooperation of the trade in organizing his new industrial system the trade must respond with strong organizations.

G. A. HOLLAND of Allied Mills, Chicago, in addressing the delegates on advertising and merchandising, said:

Feed dealers often fail to learn that women have become an important factor in buying feed. To a woman a clean, well ordered display of stock is attractive. A broom and paint brush costs little. Their use attracts trade.

A smile is one of the oldest and most effective means of advertising. Customers appreciate courtesy. It is the human element in business.

The logical starting point for feed merchandising is to learn the potential business obtainable in the territory. Get a map of your territory showing every farm. Make a card index, showing essential information on credit, numbers of livestock, stocks of feed, kinds used. With such a list you will find yourself able to talk about the right thing to the right man at the right time. That will promote business. Correlate the sales efforts of your employees. Regular meetings of employees will help.

Is your physical equipment satisfactory? Placard your place so it can readily be found. Provide parking space. Make your loading dock convenient. Keep up your stocks so you can always supply a feeder's wants. Don't make it necessary for a feeder to change his buying habits.

Advertise: Just because a dealer has been located in one spot for a number of years doesn't mean everybody knows about him. Population turnover is almost complete every six or seven years. A spectacular stunt once a year will help prevent a business being forgotten. Spend a little money. Buy advertising. Make it a real campaign. If you have a stunt, such as a chicken scramble and picnic, advertise it well in advance.

A bulletin board service is a great help in attracting and holding business. Special sales is another.

Testimonials have sometimes been forgotten. Use of testimonials constitute the strongest sales clinching argument.

The depression has encouraged diversification for feed and grain dealers. When profits go to

hell on one or two lines there should be other lines on which to depend.

Occasional cold blooded analysis of your business will fire it with new enthusiasm, with new ideas that will promote business and profits.

D. J. SCHUH, sec'y Cincinnati Board of Trade, presented the paper of Harold Gray, chairman of the transportation com'te of the Grain & Feed Dealers National Ass'n. It appears elsewhere in this number.

J. W. HUNTINGTON, Ohio Department, Grain and Mill Mutuals, Columbus, read the paper of C. W. Gustafson, chief engineer, Mutual Fire Prevention Buro, Chicago, on elimination of fire hazards, and prevention of dust explosions. This paper will appear in a later number.

S. M. GOLDEN, Vineland, N. J., explained the feeding merits of cod liver oil.

Adjourned to Wednesday morning.

Ohio Dealers Banquet

An excellent dinner was served in the dining room of the Van Cleve Hotel, Tuesday evening, with music and entertainment. So many bought banquet tickets that the overflow had to be served in another dining room.

BENNETT CHAPPLE, JR., was the toastmaster, introducing Geo. E. Booth, Chicago, pres. of the Grain & Feed Dealers National Ass'n.

Mr. Booth delivered an analysis of the legislative problems affecting the grain and feed business. His address appears elsewhere in this number.

Wednesday Morning Session

PRES. BRUNDIGE called the third session to order at 10 a. m. Wednesday.

ALCOHOL IN GASOLINE

ROBERT LEE EARLY, of Early & Daniel Co., explained new legislation awaiting action by Congress which would apply a federal tax of 2 cents per gal. on gasoline instead of the present 1 cent, unless that gasoline contained 2% of alcohol made from grain, agricultural or forestry products. At the end of six months the percentage of alcohol to be blended with gasoline would be raised to 3%; at the end of two years it would be 5%. By this means the legislation would attempt to offset by tax concessions the differential in cost between ordinary gasoline and the blended gasoline.

Mr. Early offered facts and figures obtained from actual tests, to support his conviction that blended gasoline merits the support of every gasoline user. It is reputed to give better performance and lowered costs in the majority of instances, even when bought at a premium of 3 cents a gal. over ordinary gasoline. The legislation now being considered, he said, was principally to level costs and overcome the inertia of gasoline agencies and refineries, so they would offer blended gasoline to the public.

L. W. DEWEY, Blanchester: I do not believe the grain dealers appreciate the impor-

tance of this legislation to the farmers and to themselves. In Ohio alone it means many additional millions of bushels of corn, moving to market, all of which would have to be handled thru the elevators. I move we endorse the new bill now being brought to the attention of Congress.

Mr. Dewey's motion was adopted and instructions issued to the sec'y to prepare a resolution expressing the feelings of the delegates, and forward it to congressmen and senators.

GIVE RAILROADS A CHANCE

C. D. MORRIS, Chicago, chairman of the Public Relations Com'te of the Western Railways Ass'n, expressed favor of the improved business which might be expected for the railroads from legislation forcing an alcohol blend in gasoline. He dwelt on the improved business outlook and pleaded for equality for the railroads, remarking:

In this country we have spent many millions of dollars to improve our inland waterways. Yet every attempt to improve rivers has proven excessive in costs. Low rates have been charged on river traffic, it is true, but if the costs of tax monies used in such improvements is properly assessed against the project it will in every case be found that continued use of the railroads would give lower freight costs.

Furthermore, the railroads have had to bear a heavy portion of the tax that has built the waterways and the highways. Their money was used in creating competition that damaged them. Is that fair? Such competition has remained free from the hampering shackles that have bound the railroads since the organization of the Interstate Commerce Commission.

All the railroads are asking is that they be placed on the same plane with their competition. Then they can look out for themselves.

H. M. SIMMONS, chemist, Columbus, talked on the development of cereal laboratories, and their work in checking and improving feeds. His address will appear in a later number.

S. L. RICE, Metamora, reported on the annual meeting of the U. S. Chamber of Commerce, saying:

MR. RICE'S REPORT ON CHAMBER OF COMMERCE MEETING

A greater number of high government officials were interwoven in the program at the 21st annual convention of the U. S. Chamber of Commerce last month than ever before. Included were Henry Morgenthau, head of the Agricultural Credit Administration, and Sec'y Wallace of the Department of Agriculture, men who have been granted dictatorial powers far in excess of those ever given one man in the history of our country, powers of such far reaching consequence that they may change our entire social and economic structure.

In a brief 15-minute talk before the 300 attending the annual banquet, the President of the Chamber spoke of the splendid cooperation he had received from officials of trade ass'ns, aid which he counted on in the future. He and his associates were prepared to reciprocate. From this spirit must come greater opportunities and greater responsibilities for trade ass'ns.

The New Deal on the part of the government must have the help of business, and the U. S. Chamber of Commerce has insisted on its right to help make the rules of the game. The New Deal is concerned with minimum and maximum

wages, control over hours of labor, and over distribution of commodities and manufactured goods, control over price concessions to chain stores and mail order houses, and a hundred such problems. These problems must be met and conquered or industry will find itself facing sharp restrictions and stern discipline in the hands of the government. We have our choice between voluntary self-regulation thru group action, and a series of Soviets of Industry, named and directed by the government.

L. W. DEWEY, Blanchester, reporting for the electric power rate com'te, said:

REDUCING POWER COSTS

In spite of vigorous efforts and a great deal of correspondence we have had no luck in winning power rate concessions. Probably at this time any efforts in that direction are doomed to failure, due to prospective inflation. Should the gold content of the dollar be reduced to the limit allowed by legislation, the consequent inflation would automatically reduce power rates accordingly. There are some things that can be done, tho, about power rates.

About a year ago we put in a 135 h.p. diesel engine in our plant at Blanchester. Careful records, reduced to an electric basis, show this reduced our power costs to .0045 mills per k.w. hour, including all factors. This was a great deal less than the electric power had cost us.

In one of our country plants we changed our grinding equipment to a small hammer mill, driven by a multiple cylinder gasoline engine. This equipment reduced grinding costs to about 8 cents per ton, compared to over 10 times that figure when electric power was used.

THE AUDITING com'te reported the books of the ass'n to be in good order. Adopted.

THE RESOLUTIONS Com'te reported the following resolutions, which were unanimously adopted:

Resolutions Adopted

Protest Academic Theorists

WHEREAS, The existing methods of marketing grain, evolved thru 80 years of trying experience and careful study, have proven most efficient and economical, and,

WHEREAS, every attempt to interfere with the economic laws thru the artificial regulation of grain prices has resulted in heavy losses and discouragement to producers, WE, the Ohio Grain, Mill & Feed Dealers Ass'n, in convention assembled at Dayton, this 7th day of June, 1933, deeply regret the disastrous results of the government's extravagant experiments in marketing grain, be it

RESOLVED, that we vigorously protest against any further meddling by academic theorists with the long established methods of marketing grain, and we doubt the wisdom of any attempt by the government to limit or regulate the production of grain.

Give Railroads Equal Rights

RECOGNIZING an equality of rights between all methods of public transportation, we urge a lowering of all public carrier rates, notably rail rates, inconsistent with prevailing grain values, and a consequent extension of regulations to highway trucking and all other means of transportation necessary to assure equitable competition and opportunity. And we further

RESOLVE to urge the railroad executives immediately to take necessary action to reduce prevailing excessive and prohibitive railroad rates on grain. If the railroads are to recover and retain their grain business freight rates must be sharply reduced as a measure to increase revenue and it is the sense of this meeting that any delay will prove costly and a loss of business difficult to recover.

A third resolution vigorously endorsed and supported the stand of President Roosevelt on the veterans' relief compensation, an important factor in balancing the government budget and offering encouragement to private initiative, private capital, and industry.

ELECTION OF OFFICERS continued all in office for the ensuing year. They are: R. H. Brundige, Kingston, pres.; F. S. Sheets, Cleveland, 1st vice-pres.; F. E. Barker, Hamilton, 2nd vice-pres.; W. W. Cummings, Toledo, sec'y-treas. On the Governing Board are F. E. Watkins, Cleveland, chairman; O. E. Teegarden, Duvall; L. G. Bradstock, Wellington; E. M. Stults, Massillon; E. C. Eikenberry, Camden; C. A. Heigel, Leipsic, and O. P. Hall, Greenville.

Adjourned *sine die*.

Dayton Convention Notes

MINNEAPOLIS sent W. H. Wiggin, BAG representatives were J. W. Spain and P. S. Modjeska.

[Concluded on page 408]



Directors O. P. Hall, Greenville, and John Motz, Brice; Pres. R. H. Brundige, Kingston; Sec'y W. W. Cummings, Toledo; Directors O. E. Teegarden, Duvall; L. W. Dewey, Blanchester; C. A. Heigel, Leipsic.

Texas Dealers Hail Happier Days

Texas, the Lone Star State, the only one in the Union having forged ahead of California to first place in total value of farming wealth with harvested acreage in 1932 of 31,021,100 acres, held the thirty-sixth annual convention of the Texas Grain Dealers Ass'n at Dallas, the metropolis of the Southwest, at the Adolphus Hotel, where the spirit of genuine southern hospitality predominates, on May 22-23.

Week-end rains throughout the state encouraged a large attendance, not to mention advancing grain and cotton prices. Peak attendance was reached at the banquet-entertainment Monday evening, where nearly 500 enjoyed the splendid hospitality of the Dallas Grain Exchange, the Dallas Chamber of Commerce, and the Adolphus Hotel. The ladies were particularly well provided for, with matinees, luncheons, etc.

Word spread that President Roosevelt had instructed Secretary Wallace *not* to proceed with plans to reduce acreage or to levy processing taxes without first consulting him because the matter involved foreign relations, also that there exists a snarl in the Farm Relief Bill in providing an immediate fund of \$100,000,000 to commence operation while on the other hand it specifies the raising of this fund from the processing tax, which was buoyant news to many.

Texas grain dealers feel that their troubles of the last three years are over and that the future has little but good in store for them, and while they are somewhat divided over the merits of the administration's new agricultural relief program, they are unanimous in their attitude of whole-hearted support for President Roosevelt,—feeling that his administration should at least be given an opportunity to prove that its program is workable.

Accompanying the prediction that the Texas wheat crop will be the shortest in 25 years, and their oats crop one of the shortest, despite the recent rains, the disappearance of the surplus, and the probability of a 25-50% rail rate reduction again gave them courage.

E. C. DOWNMAN, Houston, President, called the thirty-sixth annual convention to order in the spacious and colorful Roof Garden of the Adolphus Hotel, and while the gentle breezes cooled the attending delegation of 100 or more, Rev. David Lefkowitz, Rabbi, Temple Emanuel, Dallas, delivered the invocation. R. E. Wendland, erstwhile second vice president from Temple, then led the gathering in enthusiastic community singing. Hon. Charles E. Turner, Mayor of Dallas, sincerely welcomed the city's visitors on behalf of the citizenry, and D. S. Donovan, President of the Dallas Grain Exchange, warmly invited everyone to permit the Dallas boys to make them feel perfectly at home, which they did to perfection. A tour of the city for the ladies, a shopping trip, and luncheon and a bridge party, as well as golf for the men, were announced.

L. V. NELSON, Claude, ably responded to all of this hospitality, pledged faith in the efforts of our present administration and prophesied that "prosperity is coming back, slowly but surely. A new brand of prosperity, greater and different, is on the way. We must quickly adapt ourselves to these changes," he concluded, "if we're going to survive!"

J. C. CROUCH, Dallas, another of the royal hosts, announced further entertainment features.

PRESIDENT DOWNMAN, in delivering his annual address, severely scored price-cutting in all of its phases, charging ignorance is the cause of such disreputable practices. And the evil effect creates market uncertainty. Price cutting is the biggest evil in business today. He advocated an educational campaign to acquaint people with values and markets.

G. E. BLEWETT, Ft. Worth, Sec'y-Treasurer, followed with the annual report of the two offices he holds.

DR. F. D. FULLER, Chief of the Feed Control Division, College Station, gave a brief synopsis of the Texas Feed Laws enacted 28 years ago, and while rapping excessive legislation such as Kansas is now considering in requiring pedestrians to wear tail-lights, cited this Feed Law as wise regulation.

In speaking of the administration thereof, Dr. Fuller revealed that 1,250,000 tons of manufactured feed is placed on the market in Texas every year, the manufacture and sale of which comes under the jurisdiction of this old law,—supplemented by the Federal Food and Drugs Act.

Monies received by this department are used in analyses of samples submitted by their six traveling inspectors. He concluded by explaining how the College and the Department arrive at definitions, and in thanking the grain and feedmen for their splendid co-operation. Dr. Fuller pinchhit for Frank Kell, veteran grain man of Wichita Falls, who was unable to be present.

RADIO QUOTATIONS HELPFUL OR NOT?

A symposium followed on the helpfulness or hindrance of the broadcasting of market quotations by radio, participated in by Sam Cannon, Abilene; T. L. Hughston, Crowell; R. L. Cole, Krum; Albert Brown, Lampasas; G. W. Francis, Tom Bean; H. B. Dorsey, Ft. Worth; S. E. Cone, Lubbock; L. V. Nelson, Claude; and H. B. Chambers, Sanger.

SEC'Y BLEWETT requested hearing what shippers wanted in these broadcasts, and how it would be possible to improve this service.

MR. CANNON: I prefer quotations closer to the net price paid the farmer rather than broadcasting a delivered price at the terminal market. I also feel that the broadcasting of market quotations gives the grain handling industry a splendid opportunity to rub into their farmer-patrons the large proportion of the delivered price grain which is taken by the railroads.

MR. HUGHSTON: I feel this service makes the producers "market minded" and that it is therefore an advantage. People are easier to deal with if they know you're fair and square with them. It's human always to want more money, but with market quotations at hand the producer knows just about what he's going to get.

If the grain dealer didn't know what he was doing, and if the farmer didn't think the grain buyer knew his business, there would be more suspicion on the part of the farmer and a bigger margin would be necessary on the part of the country grain buyer.

One big advantage of broadcasting quotations is that it makes the farmers realize that there is a service charge connected with the handling of their products, and they learn to appreciate the service rendered them.

MESSRS. COLE AND FRANCIS said the "cash market does not reflect the values obtained." They also regretted the side-tracking of market information for some cake recipe and requested dependable and on-time broadcasts.

"All grainmen get the markets over the radio now, and many times the farmers tell grain buyers the prevailing price.

"Market quotations solidify the relationship between the farmer and the grain dealer," Mr. Cole pointed out, "but grainmen should go out of their way to make clear to their farmer friends all about basises, premiums, etc. Freight rate adjustments are the most vital problem of the hour," Mr. Cole concluded, "for

if the railroads do not meet truck competition then all grain dealers will be eliminated." (Applause.)

MR. BROWN pointed out that the farmers have developed the attitude since the advent of broadcasting market quotations of really wanting the grain dealers to profit by their operations. "In addition to saving grainmen a great deal of money, this service makes it easier to trade with folks who know what grain is worth."

MR. DORSEY declared freight rates were "a damnable curse," and that radio quotations should be clearly stated in FOB prices to the farmers. The veteran ex-secretary urged emphasizing to the farmer on every opportunity what a large proportion of the delivered price for grain was taken by the carriers. "Organized labor is largely to blame for the plight of the railroads today," he concluded.

MR. CONE promptly declared FOB quotations were impossible because of varying rates applicable to different shipping points. "Quote basis Texas Common Rate Points," he urged.

MESSRS. NELSON AND CHAMBERS asked for more market quotations "and the closing market right afterwards!"

COMITE APPOINTMENTS included the following:

FINANCE COMITE: W. L. Newsome, M. C. Rail, and R. I. Merrill, all of Ft. Worth.

RESOLUTIONS: R. L. Cole, Krum; Sam Cannon, Abilene, and H. B. Hankins, Tulia.

NOMINATIONS: E. W. Crouch, McGregor; W. W. Manning, Ft. Worth, and S. E. Cone, Lubbock.

"OPEN HOUSE" was held during the noon hour on one of the lower floors, with appetizing refreshments served through the courtesy of the Dallas Grain Exchange.

Monday Afternoon Session

GEORGE C. SMITH, General Traffic Manager of the "Katy," St. Louis, Mo., opened the second business session with a crisp discourse on "Future Prospects of Railroad Transportation." In opening his remarks he stated that grain and grain products constituted 17% of the road's entire tonnage, and totaled 35,000 carloads of 1,772,000 tons, during 1932.

WORLD WHEAT SURPLUS ONLY 2%

FRANK A. THEIS, Kansas City, a director of the Grain & Feed Dealers National Ass'n, etc., whose address before the Panhandle and the Texas Grain Dealers Ass'ns was featured in the last number of GRAIN & FEED JOURNALS, in addition, expressed confidence that the administration will use its dictatorial farm relief powers in moderate degree, was critical of artificial expedients, hoped for world-wide economic adjustments at coming conferences and declared that recent world wheat production is only 2% above consumption needs and that THERE IS NO SURPLUS!

"Insurance companies, mortgage companies, Sears-Roebuck, Montgomery Ward, and many others," he said, "are vitally interested today in elevating the buying power of the farmer. For the first time industry, too, is interested in the farmer's problems."

"A Commodity Council is to be called soon to work out provisions of Roosevelt's new bill, which will incorporate many of the features of the domestic allotment plan, along with licensing and land leasing features. Elevator men will be represented on this council, and will have to keep records for the U. S. Department of Agriculture," he predicted.

"If prices continue rising the bill will probably not be enforced," Mr. Theis declared, "and all activity will cease when the emergency no longer exists."

"Elevator men must, however, watch the government closely to see that it doesn't go too far in its land leasing project, for it must be remembered that wheat is the cause of the development of this country, and that all exported grain crops represent new national wealth."

"It is to be hoped that trade barriers will be cut at coming conferences abroad, that the exchange of commodities, the stabilization of currency, the establishing of confidence between nations, and reciprocal tariffs, will be facilitated. I predict that business will develop as the result of the coming London conference. And while

there doesn't seem to be much possibility of exporting kafir and milo to Germany as the Southwest did back in 1931-32, when 9,000,000 bus. went to Hamburg, yet perhaps the coming conferences will work this problem out along with many others facing the grain shipper and raiser.

"Public consciousness in national problems is being awakened and our citizenry are commencing to realize that our so-called depression was caused by the complete breakdown in commerce throughout the entire world by our own economic nationalism, and that civilization is actually on trial today.

"The 'wheat conference' in Washington will be approached in a safe and sane manner. Increasing prosperity certainly is in view for the Southwest."

Discussion following favored the discontinuance of federal "carry-over" estimates, which, it was agreed, have done more injury than good, particularly the last report issued.

CHANGE OAT GRADING STANDARDS?

Discussion of "Should the Present Oat Standards Be Changed?" followed, the consensus of opinion being that "weathered" and "stained" were identical and should be so considered by the department in grading samples.

A. E. RUHMANN, Waco: The difficulty seems to arise over No. 2 oats. Nothing is said regarding "weathered" and "slightly weathered" oats. Frequently "slightly weathered" oats are graded No. 3 and are much better than much No. 2 with "stain." This is decidedly unfair and the producers and grain dealers suffer alike from such discrimination.

R. L. COLE, Krum: Weathered and stained oats are the same thing and should be so graded.

DOUGLAS KING, San Antonio: Two per cent slightly weathered oats in a shipment of good oats brings down the entire car to No. 3, the difficulty arising over "weathered." I'm opposed to any changes, however, for even "brightness" is merely a matter of opinion.

ALBERT BROWN, Lampasas: I do not want any more grades.

Banquet

Of all stately, yet elegant affairs, the banquet put on Monday evening by the Dallas Grain Exchange ranks right up at the top of the list.

JACK BURRUS of Dallas was the able toastmaster, and executed his difficult task of entertaining close to 500 guests in a masterly manner.

Feature acts from the Orpheum kept the

grainmen laughing and applauding for over an hour after the sumptuous feast everyone enjoyed. A headliner orchestra kept the throng in rhythm with their dance tunes until midnight following the entertainment.

Tuesday Morning Crop Reports

The cold winter froze out approximately 30% of the wheat crop of the central part of Texas, and that remaining has an average condition of 40%, according to those reporting at the third business session on Tuesday morning. Oats yield is down 75% to 80% with little prospect of shipping much, and practically no stocks back. Corn prospects are good, although a shortage of feed now exists and is predicted for the balance of the year. Farmers are reported to be buying more feed than at any time since 1925.

The Plains north of Amarillo, as at the Amarillo convention, were reported a total failure accompanied with the prediction that much wheat will have to be shipped in to augment their yield of not over a million bushels. The South Plains section of the Panhandle will average 4 bushels to the acre, with very little wheat of the coming crop to be shipped out. They do report, however, the biggest row crop in the history in this area, also more Panhandle acreage to cotton than ever before. Corn acreage and condition is placed at 100%, wheat condition at 50%, and oats at 65%. Sorghums showed a 50% increase in acreage in the Lampasas area with condition good. East and south of this area the oats are not turning out so well, with the acreage only 60% of last year's. The wheat in these parts is in only a fair condition, acreage 50% of 1932 and harvest to begin about June 5. Row and forage crops increased in acreage and condition. Trucks will get most of the grains sold, it was testified.

Fall oats in most regions were a 100% failure, with 90% being resown to spring oats. Farmers are holding for 40-50c, it was said, "and the higher the price the more of the crop will be held!" The carryover of all grains is about nil, with the exception of oats in the San Antonio territory.

HON. JOE E. LAWTHOR, President, Liberty State Bank, Dallas, in addressing the Tuesday morning delegation on "American Finances, Past and Future, as Pertaining to the Grain Trade," gave a review of the past year from a banking and economist's point of view, and gave expression to the hope that President Roosevelt will take the government out of all business.

"Too many of us have acquired the wrong attitude," he said, "for the government does not owe us a living. Even if we think we are owed a livelihood, we must remember that no parcel-post system is maintained to deliver it to us and that we must get out and hustle for ourselves."

Mr. Lawther concluded with a plea to reduce taxes, to stop spending more money than we make, and to forsake the idea that we can borrow ourselves out of debt.

REDUCED RATES REQUESTED

ROYCE T. DORSEY, Ft. Worth, traffic counsellor for the Ass'n, discoursed briefly on the developments in the rail rates situation since the last convention, touching upon Docket 17,000 Part 7, and on several intrastate hearings. He also cited competitive water rates and their bearing on rail rates in and out of competing grain centers. Many glaring discrepancies were shown up, such as the lower rate from Oklahoma into the Southeast being higher than from Oklahoma into Texas, etc.

Mr. Dorsey also cited that while no barge service exists between Kansas City and St. Louis, nevertheless reduced barge and rail rates exist which gives them an advantage over Texas through Memphis to the Southeast consuming territory. "Texas hopes to maintain its lower rate through Vicksburg under that through Memphis into the Southeast," he declared, in citing that other interests are try-

ing to have rates through both of these gateways equalized. He also showed that reductions to California have been allowed from the Panhandle via the Panama Canal but that Ft. Worth, through which these same shipments must pass, is not allowed this outlet. "The rate via the Canal should cover the entire state."

The carrier's proposal to increase switching charges at terminal and transit points, on which no decision has yet been handed down, was also reviewed.

Inter-territorial squabbles and masses of evidence on free out-of route hauls, back-hauls, discriminations, etc., were skimmed over rapidly in reaching the conclusion that a 25% intrastate reduction to meet truck competition was "past-due" Texans, "even though the railroads will not exercise the slightest effort or take any steps to save their own business. Texas is paying a higher intrastate rate than Oklahoma, Kansas, Arkansas, and others, and there's no reason why we should be penalized. Nor is there any reason why Kansas City should have a monopoly on the consuming business of the Southeast with a 10c rate to Memphis. We must maintain the old Texas 5c rate advantage through Vicksburg over the Memphis route!"

RESOLUTIONS ADOPTED

CHAIRMAN COLE, reporting for the Resolutions Com'te, thanked Dallas, the Grain Exchange and the Hotel, Frank Theis, George Smith, and Joe Lawther. Resolutions of condolence were also adopted expressing the regret and sympathy of the delegates over the loss of Ed Martin of Anson, and J. Perry Burrus of Dallas.

A resolution on rates condemned them as "too high" and deplored the rapidity with which the business is going to the itinerant truck. "Reduce them before the new wheat crop movement, with lower minimums and greater dispatch," was the tenor of their order to the traffic com'te, in pointing out that cotton rates are down 50%, gasoline and cottonseed the same, etc. A dozen promised to attend the intrastate grain rate hearing at Austin the following week, representing all sections, and to bring farmer friends along, at which time this demand for lower tariffs is to be emphasized before the commission.

DOUGLAS KING predicted drastic rate cuts throughout the entire country within 60 to 120 days. The rails used to handle wheat in Texas at 15c per cwt. from Texas Common Points. This was in the same period that Roosevelt is using for minimum commodity prices, 1909-1914. Corn was then hauled for 12½c cwt. Rate relief is needed more than anything else in this country. We deserve everything we've taken in having the trucks grab our businesses right from under our noses. We've been too passive for our own welfare. Let's fight for our own interests!

E. W. CROUCH, McGregor: Our Wheat Claims Com'te appropriated \$2,000 to recover moneys due members from war-time operations. This money should be used by the organization for traffic matters such as the one referred to.

BEN CLEMENT, H. B. Dorsey, and a dozen others then delved into this matter, the outcome of which was to obtain the permission of those contributing thereto to use this fund for such purposes.

OFFICERS ELECTED

T. L. HUGHSTON, Plano, was chosen president; R. E. Wendland, Temple, first vice pres.; Charles P. Shearn, Jr., Houston, second vice pres.; and G. E. Blewett, sec'y-treas. New directors are S. E. Cone, Lubbock; C. L. Ludwig, Groom; and W. B. Chambers, Sanger.

The new president took the gavel and pledged his best efforts to the interests of the organization. The new vice pres. did likewise. The new directors stood amid applause.

Royce Dorsey presented the out-going presi-



T. L. Hughston, Crowell, Tex.,
Pres.-Elect Texas Grain Dealers Ass'n.

dent with a highly polished thundermug for the new beer, etc.

Therewith the convention adjourned sine die.

Attended Dallas Meeting

SAM WALLINGFORD represented Wichita.

PRICE FEUQUAY came from Wellington, Kans.

GALVESTON sent H. F. Johnson of Galveston Wharf Co.

LUBBOCK'S Grain Exchange sent R. R. Stuart.

THE RAILWAYS had one lone representative, George Smith.

J. B. WALLACE took care of Plainview Grain Exchange interests at the convention.

CHICAGO'S lone representative was Richard Uhlmann of Uhlmann Grain Co.

GLEN WALKER, Ft. Worth, represented Mutual Fire Insurance Fraternity.

WICHITA FALLS representatives consisted of Jas. J. Fite and J. C. Hunt.

FROM FAR AWAY Minneapolis came John D. McCaul and Wm. Suddeth.

SAN ANTONIO delegates were M. C. Gleescke, W. H. Killingsworth and Douglas King.

BEN E. CLEMENT, retired grain dealer and active ass'n man, now farming at Leon Junction, was delighted to greet old friends.

TEXAS CITY was ably represented by Chief Grain Inspector F. J. Kempe and A. C. Benson, superintendent of Texas City Terminal Export Elevator.

FEEDS AND FEED INGREDIENTS were represented by Joe Adams, Ft. Worth; J. M. Chilton, Minneapolis, and James I. Haffey, Kansas City.

OKLAHOMA'S country grain shippers present included E. W. and J. R. Stewart, Durant; W. H. Schroeder, Walters; J. E. McDonald, Temple, and Wm. J. Parsons, Buffalo.

ENID was well represented by Benj. Feuquay, Geo. B. Milnor, Claude Nicholson and F. A. Hague and Cecil Munn of Enid Terminal Elevator Co.

THE BAG INDUSTRY sent H. D. Laney, Ft. Worth; Albert Werthan, Nashville, Tenn., also Babe and C. C. King, Milo Perkins, Frank Shelton, all of Houston.

Approximately 200 delegates were registered, the same number as last year, among them a number of ladies, many members making it a vacation trip to include their wives.

THE KANSAS CITY delegation included Alfred Huttig, Norris Grain Co.; Frank A. Theis, Simond-Shields-Lonsdale Co.; Paul Uhlmann, Uhlmann Grain Co.; Fred W. Lake, W. W. Marshall and Orla A. Severance.

HOUSTON representatives were E. C. Downman, C. V. Emmons, D. J. Green, Julius W. Jockusch, Jr., J. S. Lindsey, Felix Meyer, A. F. Miller, C. P. Shearn, Jr., and George S. Colby of the Port Commission Elevator.

J. C. CROUCH distributed automatic pencils to all his welcome visitors, not to mention cigars, etc. He did a splendid job of looking after everyone's wants, regardless of size. Pencils were also distributed by the Doggett Grain Co., Dallas, and the Carter Grain Co., Ft. Worth.

DRINKING GLASS RAZOR SHARPENERS were passed around by Young Davitte for the Transit Grain & Commission Co., Ft. Worth, just as Leo Potisman did at Amarillo. Red, white and blue blotter pads showing Roosevelt's picture were also given away by "Transit."

THE LADIES PRESENT included Mesdames J. R. Jones, Amarillo; H. J. Knight, Dallas; W. L. Newsome, E. M. Rogers, K. K. Smith, Wiley Temple, Myrtle Woolard, all of Fort Worth; M. B. Hill and R. I. Lewis, Hillsboro; L. A. Warren, Sherman; Peter Fox, Sweetwater; G. W. Francis, Tom Bean, C. M. Friend, Wolfe City; W. H. Killingsworth, San Antonio; Wm. J. Parsons, Buffalo, Okla.; Alfred Huttig and Frank A. Theis, Kansas City, Mo.; also Misses Florence Randle, Ft. Worth, and Claiborne, Galveston.

FT. WORTH grain men came in force and delegation included Edward Kent Barber; G. E. Blewett; W. O. Brackett; A. G. Campbell; G. E. Cranz; R. T. and H. B. Dorsey (ex-secy.); Henry Edison; Earl Ferguson; G. C. Henderson, Wilton B. Ingraham of Ft. Worth Elevator & Whsg. Co.; H. G. and I. A. Isbell; Harry Johnson of Ft. Worth Grain & Comm. Co.; M. D. Johnston; W. W. Manning; P. J. Mullin; W. L. Newsome; E. G. and M. C. Rall; E. M. Rogers of E. M. Rogers Co.; D. R. Simpson, Jule G. Smith of Ft. Worth Elevator & Whsg. Co.; K. K. J. Paul and P. B. Smith; Gaylord J. Stone; Sam Strader; W. H. Temple and H. T. Zama. Also E. B. Wooten, sec'y, and O. W. Harper of Ft. Worth Grain and Cotton Exchange, and Grain Supervisors C. W. Griffin and W. L. Wood.

TEXAS COUNTRY POINTS sent J. W. Bell, Crowell; O. E. Blume, Waco; E. O. Bottcher, Clifton; B. L. Boydston, Baird; W. C. Brooks, McKinney; Abbet Brown, Lampasas; Sam Cannon, Abilene; W. B. Chambers, Sanger; John and Madison Clement, Waco; R. L. Cole, Krum; S.

E. Cone, Lubbock; E. W. Crouch, McGregor; W. H. Culpepper, Beaumont; Frank Davis, Marshall; F. A. Duke, Dublin; L. C. Early, Waco; C. C. Edwards, Gatesville; Peter Fox, Sweetwater; G. W. Francis, Tom Bean; F. D. Fuller, College Station; D. A. Grady, McGregor; Harold Hamlin, Denton; H. B. Hankins, Tulsa; W. B. Harrison, McKinney; C. B. Hayes, Whitney; B. R. Hill, McKinney; M. B. Hill, Hillsboro; J. B. Honaker, Farmersville; Hal C. Horton, Greenville; A. P. and O. N. Hughston, Plano; T. L. Hughston, Crowell; Tom A. King, Whitewright; Geo. C. Knaur, Dennison; I. B. Lamb, Oglesby; A. Liebscher, New Braunfels; C. W. McConaughy, Gatesville; C. D. Martin, Morgan; A. M. Medlin, Abertnathy; L. V. Nelson, Claude; A. I. Richter, Greenville; Geo. M. Roach, Lubbock; A. E. Ruhmann, Waco; Bert Self, Crowell; Ben F. Smith, Denton; H. G. Stinnett, Jr., Plainview; Harry L. Stover, Sherman; Ozle Welborne, Palestine; R. E. Wendland, Temple; Frank White, Rogers; Henry A. Wieser, Hamilton.

Central Iowa Dealers Meet

A group meeting of the grain and feed dealers in central Iowa was held at Jefferson May 24 under the auspices of the Milligan boys, who had made all the arrangements for a good time.

But one address was delivered, and that by Earl Galbraith, pres. of the Western Grain and Feed Dealers' Ass'n.

A number of the guests arrived early in the afternoon and took advantages of the privileges of the golf course, and by 6:30 there were 160 grain dealers and their wives assembled for the evening meeting.

An informal banquet was served in the club house and during the evening the orchestra played. Vocal selections by Mrs. Bill Tack of Perry were received with great appreciation. Cards and dancing completed the evening, the majority staying until past 12 o'clock. Among the guests from a distance were John Lowe of S. W. Bailey & Co., Chicago, Bernie Holmquist of Omaha, Neb., S. W. Wilder, Chet Davis and Chas. Douglass from Cedar Rapids, in addition to a number from Des Moines.

Reciprocal Trade Agreements Urged by Northwest Dealers

Immediate passage of legislation to empower the President to make reciprocal trade agreements with foreign nations, was urged by the grain dealers and millers in a special meeting in Portland, Ore., May 27th. The need for prompt action was presented by O. D. Fisher, Seattle miller, who had just returned from Washington, D. C.

Acting chairman was M. G. Russi of the Wasco Warehouse & Milling Co. At the round table also were Otto C. Johnson, Portland, president of the North Pacific Millers' Ass'n.

The resolution urging immediate action was proposed by H. V. Jackson, manager of the Sperry Mills, and it will be forwarded to Pacific Northwest congressmen urging their affirmative vote as a means of hastening opening of foreign trade outlets, to take care of the surplus grain of the Pacific Northwest.—F. K. H.

Canadian Wheat Condition Good

Ottawa, Ont., June 9.—The Dominion Bureau of Statistics reports condition of spring as 99% of the 10-year average for June 1, compared with 96 a year ago and 80 two years ago; fall wheat, 95, against 100 and 97; oats, 95, against 95 and 88; rye, 94, against 88 and 76; barley, 95, against 93 and 85.

Manitoba wheat condition was estimated at 99% of the long-time average, against 98 a year ago; Saskatchewan, 99, against 92; Manitoba, 98, against 102.

In Manitoba and Saskatchewan there are notably better crop prospects than at the same date of last year. Seeding and early growth were retarded, but recent weather has been very beneficial. The uniformity of crop promise in Saskatchewan is in distinct contrast to conditions in 1931 and 1932. In Alberta, condition figures on May 31 were slightly below those of the same date of 1932. The season was wet and late along the mountains and in the north, but some central districts are complaining of dry soil.

Ohio Dealers Criticise Industrial Bill

[Continued from page 405.]

COLUMBUS sent R. F. Knight, M. R. Manly and H. M. Simmons.

SAMPLES of white sisal binder twine were distributed by Mayapan Cordage Co.

W. W. McCONNELL came from Buffalo. J. R. Johnson represented Baltimore.

CLEVELAND delegates were F. E. Watkins, L. M. Kelly, H. B. Jackson and W. J. Leake.

FROM CHICAGO came Geo. E. Booth of Lamson Bros. Co., Walter H. Grubbs, G. A. Holland and E. G. Thompson.

COD LIVER oil interests were Harry McAdams, Claude Fogleman and S. M. Golden. H. B. Jacobs sold animal by-products.

SALT interests were represented by O. W. Meyer, Napoleon; A. C. Arps, Lima; John F. Ritz, Dayton, and C. A. Corns, Toledo.

FROM TOLEDO came P. M. Barnes, Geo. B. Woodman, L. J. Schuster, Fred Mayer, D. L. Norby, W. Collins, Jas. J. Pollard and Geo. C. Pfeiffer.

LADIES in attendance were taken on a trip to the government airport the afternoon of the first day by Mrs. Geo. Greene. Later tickets were available for leading shows.

THE CINCINNATI delegation was made up of D. J. Schuh, V. H. Jackson, Robert L. Early, John A. Schrenker, E. B. Terrill, Jr., of Early & Daniel Co., and W. J. McConnell.

DISPLAYS at the convention included a model of an overhead truck lift by Sidney Grain Machinery Co., in charge of Carl Berger and W. B. Short, and several forms of salt by the Colonial Salt Co.

FROM INDIANA: Fred K. Sale, sec'y of the Indiana Grain Dealers Ass'n; E. E. Allison and M. J. Starn came over from Indianapolis. R. K. Parent came from Union City, Ind. Fort Wayne sent E. P. Short and E. H. Dickey.

REGISTRATION was in charge of the Ohio Department of the Mill Mutuals, which supplied the badges. Those who cared for the duties of writing names and pinning on badges were Manager J. W. Huntington, R. S. Castle, H. G. Pyle and C. N. Arnold.

CONSIDERABLE conventioning was done in corner room 509, where George B. Woodman of Norris Grain Co., Toledo, had comfortable quarters, well equipped with fans, that discussions of grain problems might be continued. The same firm supplied the music that entertained delegates at the banquet.

THE TWO DAYS of the convention were recorded as the hottest that have visited Dayton in a number of years. Caught in the heat wave that hovered over the middle west, the delegates spent more than they had anticipated, visiting the beer gardens and proving that there is still a market for malting barley.

Ohio towns sent the following dealers: A. R. Wilson, Akron; G. C. Cline, Ashville; Thos. G. Morney, Beatty Town; J. H. Schaad, Beverly; L. W. Dewey, Blanchester; J. H. Motz, Brice; Geo. L. Schultz, Bucyrus; J. M. Armacost, Campbelltown; S. B. Swope, Canal Winchester; James Gross, Carlisle; R. W. Powell, Castine; G. C. Heist, Cavett; Harry W. Heffner, R. P. Reid and S. L. Warner, Circleville; Ira Grieshop, Chickasaw; Otis M. Shepherd, Christiansburg; Noble Baringer, Continental; Alvin Steffen, Dawn; A. L. Garman, Delphos; E. O. Teegarden, Duval; R. O. Klepinger, Eaton; R. O. Calvelage, Ft. Jennings;

F. S. Dunn and A. M. Hoerner, Germantown; O. T. Hall, E. W. Loy, W. A. McCartney, G. E. O'Brien and Clarence Steffen, Greenville; J. W. Leyshon and H. M. Worth, Groveport; F. E. Barker, Hamilton; H. A. Klepinger, Ingomar; J. M. Pence, Jackson Center; Elton M. Kile, Kileville; R. H. Brundige, Kingston; C. A. Hiegel, Leipsic; C. W. Pontius, Lewisburg; A. Ringeln, Lima; W. M. Myers, Lockbourne; H. F. Funk, Lodi; C. W. Andrews and Ralph Clayton, Maplewood; D. G. Scott, Marysville; Geo. E. Carnahan, Mason; S. L. Rice, Metamora; F. O. Diver, Middletown;

Alfred P. Eler, Nevada; H. E. Brubaker and J. B. Studebaker, New Carlisle; Chas. D. Kimmel, New Madison; H. W. Bowen, New Paris; O. B. Armstrong, Osborn; Ed G. Odenweller, Ottoville; H. R. Wooley, Pickerington; E. D. Fristoe, Piqua; Ed Hammel, Pittsburg; W. C. Youmans, Plain City; W. B. Short, Pleasant Hill; O. C. Gowitzka, Plymouth; G. C. Weimer, Rosewood; E. L. Alton, St. Paris; Burton R. Hoaglin, Scott; G. F. Custerborder, J. C. Custerborder; E. T. Custerborder, C. H. Ginn, W. H. Persinger, R. W. Simmons and G. E. Wilkinson, Sidney; R. B. Dewey and C. T. Priest, South Charleston; C. J. Eby and L. B. Miller, Springfield;

E. W. Barnhart and W. F. Rohrer, Tiffin; Paul Hange and Jesse Lewis, Troy; Lewis Barnstool, Utica; W. A. Boardman and A. Kiebehenne, Vandalla; W. A. Grubbes, Versailles;

Everett Early and C. E. Michner, Waynesville; O. W. Cole, Xenia; Geo. DeWine, Howard Hanna; F. A. Johnston and L. H. Welch, Yellow Springs.

Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

ARKANSAS

Ft. Smith, Ark.—O. K. Feed Mills, incorporated; capital stock, \$10,000; incorporators: Collier Wenderoth, W. L. Carson and R. L. Reese. The new concern has taken over the Oglesby Feed Mills, this city.

CALIFORNIA

Corning, Cal.—Poultry Producers, Ltd., is a new feed and poultry firm here, of which Frank M. Hall is the manager.

Los Angeles, Cal.—The Rosenbaum Grain Corp. has enlarged its quarters on S. Spring St. A fast direct private wire has been installed to the Chicago office. Gordon Williams is the local manager.

Downey, Cal.—Machinery is being installed in Roy E. O'Gier's 60x90-foot warehouse, reported in the Mar. 22 Journals as under construction, and a full line of poultry and livestock feeds will be manufactured.

Mentone, Cal.—The plant of the Mentone Milling Co., owned by Julius Pierce, of Redlands, burned May 20; cause unknown; loss, \$45,000; partly insured. The plant will be rebuilt at once. The building, which was a large one, was filled with stocks of grain and chicken feed ingredients.

CANADA

Vancouver, B. C.—Marpole Grain Co. & Richmond Feed, Ltd., incorporated; capital stock, \$25,000.

Ridgetown, Ont.—W. J. Cruickshank's elevator here burned during the night of May 15; loss, \$50,000.

Winnipeg, Man.—The Robbins Lightning Protection Ltd. has been awarded a contract by the United Grain Growers, Ltd., of this city, to protect their 500 grain elevators located in the provinces of Manitoba, Alberta and Saskatchewan.

Merlin, Ont.—The Merlin Farmers Co-op. Co.'s elevator burned May 29; loss, \$20,000; insurance, \$12,000; the cause was believed to have been spontaneous combustion. The elevator was constructed four years ago to replace one that had burned. It probably will not be rebuilt.

Fort Erie, Ont.—Erection of an elevator at this point, as reported in the Jan. 11 Journals, is said to still be under consideration, the Fort Erie Dock Co. being the sponsor of the idea. An elevator here would give Canadian wheat passage thru the Erie Canal to the seaboard without denying it the British preference.

Montreal, Que.—The local office of Logan & Bryan, pioneer grain and security brokers of Chicago, who recently announced their retirement from business, has been taken over by Thomson & McKinnon, of Chicago, who will continue the office under its former management. Eric Morris is manager of the grain department.

Montreal, Que.—The income of the Montreal Harbor Commission showed a decrease of \$92,960 during 1932 as compared with 1931, decreases being shown from the elevator system, railway traffic and shed rentals. Increases were shown in wharfage rates, space rentals and miscellaneous receipts. The income revenue of the Commission showed a deficit for the year of \$1,049,090; the deficit in 1931 was \$884,865; in 1930, \$923,181; in 1929, \$167,689, and in 1928 there was a profit of \$274,861.

COLORADO

Bartlett, Colo.—Windstorm slightly damaged the elevator of the Farmers Elvtr. Co. on May 23.

Burlington, Colo.—The Hart-Bartlett-Sturtevant Grain Co. sustained slight windstorm damage to its local elevator on May 25.

McCall, Colo.—Fire of undetermined origin is reported as having totally destroyed the elevator plant of G. D. Estes on May 26.

Denver, Colo.—Purina Mills has appointed Ralph Guenther, who has been with the company's branch here, grain and feed buyer at its Minneapolis plant.

Yuma, Colo.—Robbers entered the elevator of the Yuma Farmers Milling Merc. Co., early in the morning of May 22, and stole \$380 in cash. Entrance was gained thru a window.

Limon, Colo.—The Robinson Grain Co. is remodeling a portion of its large warehouse in which it will open a grocery store in conjunction with its elevator and grain business.

ILLINOIS

Downs, Ill.—We are rebuilding the driveway in our east elevator.—A. E. French, Hasenwinkle-Scholer Co.

Farmer City, Ill.—We expect to install truck lifts at three or four of our elevators.—H. C. Gring, Scholer & Gring.

Kerrick (Normal p. o.), Ill.—We are painting our elevator with aluminum paint.—Roy C. Bates, Kerrick Grain Co.

West Brooklyn, Ill.—Otto Krenz has installed a radio in the elevator office, in order to keep in touch with grain markets.

Ransom, Ill.—We expect to paint our coal sheds and lumber sheds this spring.—C. W. Wellman, The Farmers Elvtr. Co.

Oneida, Ill.—It is reported that a feed mill and store will be established by Carl Lingwall in connection with his hatcheries.

Christopher, Ill.—A 50-h.p. diesel engine was recently installed by the Christopher Milling Co., whose plant includes an elevator.

Teheran, Ill.—P. W. Robinson has been appointed manager of the Farmers Elvtr. Co.'s elevator and has moved his family to this point.

Greer (Wellington p. o.), Ill.—Swartz & Son suffered a small windstorm loss to their elevator properties early in May. Repairs are under way.

Empire (Farmer City p. o.), Ill.—Our elevator here is being painted with aluminum paint, and is being fitted with a new metal roof.—Mrs. J. E. Grady.

Browning, Ill.—Reno Bates has been appointed manager of the Shultz Elvtr., succeeding C. L. Bryan, resigned, who has been manager for many years.

Hudson, Ill.—Rebuilding of the elevator of Roy E. Taylor, burned Apr. 21, as previously reported, is expected when insurance on the properties is settled.

Benson, Ill.—We have purchased a new Ford delivery truck for our gasoline and oil business. Its capacity is 400 gallons.—C. S. Reeser, Benson Farmers Grain Ass'n.

Ashland, Ill.—Valentine C. Elmore, owner of a line of country elevators, has filed a voluntary petition in bankruptcy, with liabilities totaling \$27,263 and assets \$26,774.

LeRoy, Ill.—We are installing a new jackshaft, with roller bearings in our elevator cupola, and will water-proof the elevator pit.—W. J. Dixon, W. H. & J. H. Wrigley.

Astoria, Ill.—Roy Danner, of this place, has bot the Farmers Elvtr. Co.'s elevator here and has taken charge. He intends to completely remodel the plant and install new machinery.

Pittsfield, Ill.—On June 1 fire probably caused by a spark from mill, originating in the boiler stack on north roof of dwelling, slightly damaged the plant of the M. D. King Milling Co.

Griggsville, Ill.—The Griggsville Co-op. Elvtr. Ass'n's elevator was sold at auction by the sheriff last month. As reported in the May 10 Journals, the elevator was closed in April by the sheriff, to satisfy a mortgage which could not be met.

Yorkville, Ill.—The Farmers Elvtr. Co. has installed a new head drive.

Farmer City, Ill.—Emmerson L. French, who was in the grain business here for many years, died at the home of his daughter at Long Point, Ill., May 17. His wife and daughter survive him.

Elliott, Ill.—The Elliott Farmers Elvtr. Co. bot the former J. S. Cameron elevator from H. H. Lane, receiver for the latter company, and will operate it in connection with its present business.

Urbana, Ill.—A one-ton feed mixer, a No. 20 hammer mill, and a 30-h.p. motor have been installed by Corray Bros., who are now manufacturing their own feeds under the brand name "Illini Pride."

Sparta, Ill.—The Southern Illinois Millers Ass'n will hold its 48th annual meeting at the Sparta Country Club on June 28. A good program has been arranged and entertainment provided for the ladies and children.

Table Grove, Ill.—Large storage tanks for gasoline have been installed by the Farmers Elvtr. Co., to supply its trade here and at Ipava. This company is now mixing its own feeds, having recently installed feed grinder and mixer.

Luther, Ill.—The Farmers Grain & Oil Co.'s elevator burned May 31; loss, \$12,000; 3,000 bus. of oats, 1,000 bus. of wheat and 500 bus. of soy beans were destroyed also. The fire was believed to have been caused by spontaneous combustion.

McLeansboro, Ill.—The feed and grinding business of Claude Epperson, in the west part of this town, was taken over by Gholson's Hatchery, which has installed additional machinery and will continue the manufacture of livestock and poultry feed.

Thawville, Ill.—The 25,000-bu. elevator under construction here, on an Illinois Central site, for George E. West, as reported in the Journals last number, will be operated under the name of the George E. West Grain Co., the operating name of the company at Loda, Ill., also.

Saybrook, Ill.—I have taken over the site of the Thompson Elvtr. [that burned some time ago] at Saybrook; however, I do not expect to build an elevator right away. I have let no contract, may wait until I see how the trucking business is going to pan out. If the trucks are going to haul the grain from the farm to the terminal markets, I do not expect to build.—G. C. Tjardes, Emington, Ill.

Mattoon, Ill.—Rev. Alvin Shaffer, a truck driver for the Big 4 Elvtr. Co., was almost instantly killed, on May 24, when crushed between his truck and some hoisting machinery at the company's storage elevator near the Champaign Ave. bridge. He had loaded the truck with shelled corn and when the starter failed to work, he got out to crank the machine and evidently forgot to put the engine out of gear and the truck lurched forward as he cranked it. He died before an ambulance could reach him. He was 32 years of age, and is survived by his wife and two small children.

Tuscola, Ill.—A group of over 25 grain dealers met in the office of Jas. L. Bush the evening of May 19 to discuss with representatives of the Illinois Central, the Wabash, the Big Four and the C. & E. I. railroads the relationship between railroad rates and trucking of grain. Representation has it that the Illinois Grain Corp., child of the Illinois Agricultural Ass'n, has been threatening to go direct to the farmers and haul grain with trucks to Havana, Ill., for loading on river barges of the Inland Waterways Corp., and water transportation to terminal markets. Among those present was Pres. Downs, of the Illinois Central. While unable to promise reduced grain rates, the railroad representatives declared they would make every effort to prevent the installation of blower loaders, popularly called "windmills," and "tin cans," along their lines.

State Line, Ill.—Current Grain Co. is rebuilding the elevator here that burned last fall. V. V. Current bot the Cates (Ind.) elevator, tore it down, and is using the lumber in the new house, that was planned by Reliance Const. Co.

Appel Siding (Herscher p. o.), Ill.—It is reported that D. K. Winton, of Chicago, has bot the property here of the bankrupt Appel Siding Elvtr. Co. (whose main office was at Herscher, where an elevator was operated also) from J. H. Barnhart, trustee. The elevators have recently been operated under lease by Overacker & Stout, recently changed to Herscher Grain Co.

CHICAGO NOTES

Board of Trade memberships are selling at \$9,100.

Dr. John J. Meany, a member of the Board of Trade, died June 8.

Henry G. Campbell, with the Uhlmann Grain Co., died June 5. He was a member of the Board of Trade.

The partnership of Kennison & Start was dissolved as of May 27 and Vern Kennison has registered his membership for his personal use.

Sutro Bros. & Co., members of the principal exchanges of the country, moved into new and larger quarters at 134 S. La Salle St., on June 12.

Frank H. Day has lost his \$250,000 damage suit against ten members of the Board of Trade who were instrumental in having his membership sold, Judge David in the superior court holding them not guilty.

Arthur G. Pearson, grain broker and member of the Board of Trade, died on May 28 at his home in this city. It is believed that he was stricken with a heart attack. His wife, two sons and one daughter survive him.

Charles H. Stone, a former director of the Board of Trade, died in the Evanston Hospital, May 27, after an illness of several weeks. He attended a meeting of the grain board a week before his death. Mr. Stone, who was 61 years of age, is survived by his widow.

The death of Alonzo B. Lord, a member of the Board of Trade for the last 43 years, occurred May 28, very unexpectedly, while he was at dinner in his home in Evanston. He was a member of the grain shipping firm of Lord & Garland. Mr. Lord, who was 69 years old, is survived by his widow, a son and a daughter.

During May trading in grain futures on the Board of Trade was the largest since 1928, aggregating 1,888,893,000 bus., representing a gain over May, 1932, of 1,082,467,000 bus. In May, 1928, the aggregate was 2,073,034,000 bus. Sales of wheat during May decreased 32,988,000 bus. for the month, but exceeded last year's by 607,363,000 bus. Trading in corn was unusually large during May. Sales of wheat for the month totaled 1,276,645,000 bus., of corn 515,445,000, of oats 58,251,000, of rye 34,357,000 and of barley 4,195,000.

Recent new members of the Board of Trade are: Ralph W. Proctor, of New York; Jas. P. Magill, of Philadelphia; Andre Jean Reyre, Paris, France; Basimer Pett, Sr., Salt Lake City; Lloyd W. Munkres, vice-pres. Farmers National Grain Corp.; Thomas J. Kilroy, Chicago, and Edward S. Westbrook, Jr., with Bartlett Frazier Co., Chicago; William H. Kuehn, Donald W. Morrison, Lee H. Wolvin, and Fred W. Fairman of Fairman, Perry & Co., all of Chicago; Bruce B. Brady, Cleveland; William F. Condon, New York; Roland H. Sturtevant, vice-pres. of the Hart-Bartlett-Sturtevant Grain Co., of Kansas City. Fenner Beane & Ungerleider were approved as members of the Clearing House.

INDIANA

Pendleton, Ind.—Painting of the elevator of Pritchard & Rafert, Inc., is planned.

Powers, Ind.—Hall Thomas is the new manager of the Goodrich Bros. & Co. elevator here, succeeding E. H. Smith.

Rushville, Ind.—We expect to build 8,000 bus. of additional storage to our plant this summer. —Lawrence Clark, Clark & Kirkin.

Snowhill, Ind.—Snowhill Grain Co. is installing a hammer mill, rebuilding its grain cleaner, and remodeling the elevator interior.

Kirkpatrick, Ind.—The Kirkpatrick Grain Co. is building a 15,000-bu. iron-clad oats crib adjacent to its elevator, and repainting the elevator properties. Reliance Const. Co. is doing the work.

Galveston, Ind.—C. O. Gifford, of Gifford Grain & Feed Co., is seriously ill in the hospital, just having had a major operation.—Mrs. C. O. Gifford.

Shelbyville, Ind.—We are considering rebuilding the bins and installing new machinery in our elevator.—Harry Meiks, Shelby County Farm Buro Co-op. Ass'n.

Greenfield, Ind.—A new drainage system has been built in the basement of the elevator of the Hancock County Farm Buro Co-op. Ass'n, Inc., to keep it free of moisture.

Edinburg, Ind.—Ballard & Ballard Co., of Louisville, Ky., have leased the Martin Cutsinger Elvtr. here, which for several years has been leased to the Central States Elvtr. Corp.

Greendale, Ind.—The receiver for the Greendale Mills, Inc., whose plant includes a 50,000-bu. elevator, has sold the property to a new York syndicate for \$35,000. It will probably be operated as a distillery some time in the future.

Clay City, Ind.—R. M. Geabes on May 6 retired from Geabes Bros. Roller Mills, J. C. Geabes having purchased his interest therein. The new firm will operate as Geabes Milling Co., with J. S. Geabes as manager.—Geabes Milling Co., J. S. Geabes.

Aroma (r. d. from Atlanta), Ind.—Fire starting in a fuel oil tank damaged the large feed mill of J. H. Richwine, to the extent of \$1,500, at 12:15 p. m., May 22; no insurance. Town residents formed a bucket brigade and had the fire out before the arrival of an engine from a nearby town.

Indianapolis, Ind.—New members of the Indiana Grain Dealers Ass'n are as follows: Camden Elvtr. Co., Camden; Weinkauff Grain Co., LaCrosse; Farmers Co-op. Co., Treaty; Denison Elvtr., Rochester; Fishers Grain Co., Inc., Fishers, and Fred W. Scholl Grain Co., Inc., Indianapolis, all in Indiana.

Indianapolis, Ind.—The many friends of Fred Scholl, long in the grain business at Cincinnati, will be pleased to learn that he has recently incorporated the Fred W. Scholl Grain Co. here with Nelson D. Bishop as sec'y and treas., and will do a receiving and shipping business, buying grain from the west and reshipping to the east and southeast.

Anderson, Ind.—The Wellington Milling Co. has transformed a 20x30-foot space in the front part of its warehouse into a feed, flour and seed store, fitting it with show windows, counters, display racks, and a fresh coat of white paint. Parking space around the store has been graveled attractively. The company's 16,000-bu. concrete stave tank is being rebuilt of vitrified tile, carefully re-inforced with steel. It will have four bins.

Gwynneville, Ind.—A 20,000-bu. cribbed small grain storage addition with eight overhead bins and an 18x40-ft. feed storage room below them is being built for the W. D. Springer Elevator here by the Reliance Const. Co. Screw conveyors are being put at the top and bottom to connect with the grain handling machinery of the elevator. Sacking equipment is being put in the feed storage room. The structure is being iron-clad.

Frankfort, Ind.—Carl W. Sims, pres. of the Sims Milling Co., and well known to grain men of this section, has had an honor conferred upon him by the Southeastern Millers Ass'n. with headquarters at Nashville, Tenn., that has been given to only two men in the last 50 years, that of honorary membership in the ass'n, in recognition of his splendid work as a member of the ass'n. Mr. Sims is much improved from his recent severe illness, and is now able to be out.

Ft. Wayne, Ind.—C. O. Conoway, of Stark-weather, N. D., pres. of the Farmers Grain Dealers Ass'n of North Dakota, spoke on "Socialism and Agriculture" at a meeting of the Farmers Grain Dealers Ass'n of Indiana at the Court House, on the evening of June 6. Mr. Conoway recently returned from Washington, where he attended meetings of government com'tes on agriculture. J. J. Werner, of Rochester, pres. of the state organization, and L. L. Rumsyre, of South Whitley, sec'y and treas., were in charge of the meeting here. A series of district meetings has been held by the Farmers Grain Dealers Ass'n of Indiana during May and June at the following points: Lowell, Van Buren, Columbia City, Winamac, Bunker Hill, Remington, Boswell, Valparaiso, Muncie, Indianapolis, LaFayette and Peru, the meeting at the last named place having been held June 10.

Evansville, Ind.—Wilbur Erskine, pres. of the Akin-Erskine Milling Corp., was fatally stricken with apoplexy while sitting at his office desk, June 6. Mr. Erskine, who was 70 years of age, was a past pres. of the Chamber of Commerce, and always took an active part in civic, educational and religious affairs of this city.

Brook, Ind.—Walter R. Nading, who has been connected with the Standard Elvtr. Co. for the past year, having had charge of the office at headquarters of the Newton County group, at this point, has succeeded Charles Russell as manager of this group, effective June 1. Mr. Nading is an experienced grain merchant and hails from the large line of Nading elevators in Shelby and Decatur counties.—Standard Elvtr. Co. [operating elevators at Brook, Foreman, Julian, Weishaar and Beaver City].

Indianapolis, Ind.—Everything is all set for our mid-summer convention at LaFayette on June 20. It will be a one-day meeting full of interesting information and discussion on subjects of vital interest to all grain and feed dealers and millers in Indiana and adjacent states. Everybody is invited to come, whether members or not. Things are happening so fast in Washington affecting each one of us that it behooves us to keep posted on these changes.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

La Fayette, Ind.—The mid-summer meeting of the Indiana Grain Dealers Ass'n will be held in this city, at the Student Union Bldg. of Purdue University, being a full one-day convention on June 20. The meetings and also the dinner at 6 p. m. will all be held in this building, which has ideal facilities for meetings. Special entertainment has been arranged for the ladies. Since the feed business is growing in its importance, the subject of feeds and feeding will be stressed at this meeting. Sight-seeing trips to the poultry and swine farms of the university are being arranged to start at 4:30 and a professor in charge of the experimental work will explain the work under way.

IOWA

Ladora, Ia.—The Ladora Lbr. & Grain Co. has renewed its articles of incorporation for 20 years.

Mt. Ayr, Ia.—The Mt. Ayr Mill & Feed Co. has added ice to its line, and now handles feed, coal and ice.

Spencer, Ia.—A magnetic separator was recently installed by Howard A. Wilson ahead of his feed mill.

Slout, Ia.—A. E. Froning, of Dike, contemplating establishing a grain elevator here. His house at Dike burned last winter.

Tara (Ft. Dodge p. o.), Ia.—During a severe storm May 19 the roof of Hugh Banwell's elevator office was blown off.—A. G. T.

Ringsted, Ia.—The Farmers Grain & Products Co. was visited by thieves for the second time recently, who took 40 sacks of tankage.

Alburnett, Ia.—The Farmers Elvtr Co., operating an elevator at this point and also at LaFayette, has renewed its charter for 20 years.

Truesdale, Ia.—The Truesdale Grain Co.'s elevator, now under lease by Critz & Co., was recently sold to the Quaker Oats Co.—Art Torkelson.

Alton, Ia.—Night prowlers recently broke into five business establishments here, one of which was the Henry Klein Elvtr. office.—Art Torkelson.

Truesdale, Ia.—W. J. Darland, formerly manager of Cerro Gordo Farmers Elvtr. Co., at Mason City, Ia., was recently appointed manager of the Truesdale Farmers Elvtr. & Supply Co., which was recently re-organized.—Art Torkelson.

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Essex, Ia.—Johnson Bros. are remodeling the flour mill here, recently leased from the Essex Mill & Elvtr. Co., and will install some up-to-date machinery.

Persia, Ia.—A 40,000-bu. elevator will be erected here by the Bowles Grain Co., replacing an old one being taken down. Equipment will be of the latest type.

Dyersville, Ia.—The Farmers Shipping Ass'n has appointed L. F. Whitney manager of its elevator, succeeding B. H. Tauke, who died several months ago.

Malvern, Ia.—F. J. Steele has formed a partnership with Albert Nelson and has re-opened his elevator, the old Kayton Elvtr. Mr. Steele will be in active management of the business.

Gravity, Ia.—A new feed mill is being erected to replace the one owned by S. M. Neely that burned recently, as reported in the May 10 Journals. L. A. McCoy will again operate the mill.

Lime Springs, Ia.—The former Hunting Elvtr. Co.'s elevator is now being operated by the Farmers Elvtr. Co., which already had one house here and is now the only company operating elevators at this point.

Orange City, Ia.—Thieves broke a window in the Farmers Mutual Co-op. Ass'n's office a short time ago, gaining entrance and removing \$145 from the safe. No trace of the thieves has been found.—Art Torkelson.

Blairsburg, Ia.—The Farmers Elvtr. Co. is doing some repair work, installing new spouting in the elevator, building a new driveway floor and replanking the scale platform in front of the office. E. A. Fuller is manager.—Art Torkelson.

Des Moines, Ia.—James D. Proctor, who retired from the grain business several years ago, died in the Broadlawns General Hospital on May 30 from injuries received in an auto accident three days before. He is survived by his widow and one son.

Sac City, Ia.—Thos. Kocher, who has been second man at the elevator of the Farmers Grain Co. here under Wm. Galbraith, manager for the past 16 years, passed away on May 30 from a tumorous cancer. Burial was in Milledgeville, Ill.—Art Torkelson.

Paullina, Ia.—The Farmers Grain & Supply Co. recently installed a ton size feed mixer. At present the company is installing a drain for the pit which is being carried to the city sewer system. Geo. Rohwers is manager.—Art Torkelson, with Lamson Bros. & Co.

Anita, Ia.—The Kunz Grain Co. has filed action for the September term of court, asking an appeal from the state board of assessment and review for the assessment of its elevator property here, claiming that the property was assessed at \$4,250 and asking that the assessment be reduced to \$2,500.

Ackley, Ia.—The safe in the Farmers Elvtr. Co.'s office was blown during the night of May 4, but the broken parts of the lining between the outer and inner door were lodged by the explosion in such a way as to prevent the opening of the door, and the would-be robbers could not get to the cash box after all.

Sioux City, Ia.—Sam P. Mason, of the Terminal Grain Corp., has just returned from Lake Saganagan, Ont., with a 20-pound trout which he hooked recently in one hundred feet of water. The trout put up a brilliant battle and tried earnestly to jerk Sam out of his boat, but all in vain.

Atlantic, Ia.—For the seventh time in a year, robbers visited the office of the Atlantic Mill & Elvtr. Co., on May 27, during the night, and got away with \$150 in cash. Entrance was gained by prying open a window at the rear of the building. The money was taken from a new safe, which was ruined by the thieves.

Carroll, Ia.—Construction has started on a \$15,000 fireproof building to replace the old Carroll Roller Mills that burned in March. The building will be two stories, 42x62 feet, of hollow tile, concrete and metal construction. Up-to-date equipment will be installed. Lambert Baumhover is proprietor of the mills.—A. T.

Schaller, Ia.—The Farmers Grain Co. recently made quite an improvement in its office. The concrete walls are now finished off in panel effect with plywood stained and varnished and trim of brown. Plate glass was placed half way on reception room side which makes an office with desired privacy for S. Eastlack, manager.—Art Torkelson.

Webster City, Ia.—A. D. McKinlay, a pioneer resident of this town, and who years ago managed elevators at Woolstock, Highview and Williams, also the last of the pioneer millers of this county, died at the home of his granddaughter in Enid, Okla., on May 21. The body was brot here for burial. His wife and only daughter preceded him in death, leaving no immediate family surviving.

Cedar Rapids, Ia.—The Western Grain & Feed Dealers Ass'n will hold its 33rd annual meeting in Hotel Montrose here June 21-22. Every dealer of the state is expected to be present to learn of his rights, privileges and duties under the new industrial control law. Speakers announced include Geo. E. Booth, pres. of the Grain & Feed Dealers Nat'l Assn.; Peter B. Carey, pres. of the Chicago Board of Trade, and M. L. Vehon, pres. of the Cash Grain Ass'n, Chicago. Sec'y D. O. Milligan writes: "Our general plan of the meeting is to have plenty of time for general discussions and to revive interest and reorganization of the ass'n to work with the Department of Agriculture in the operation of the new Federal Agricultural Relief Act. There is every indication of having a very large meeting with a lot of interest and enthusiasm."

KANSAS

Larned, Kan.—The mill plant of the Bowen Flour Mills Co. was damaged by windstorm on May 22.

Mingo, Kan.—The Fuller Grain Co. sustained slight windstorm damage to its elevator on May 21.

Bogue, Kan.—The elevator of the E. C. Wyatt Grain Co. was slightly damaged by windstorm on May 22.

Plainville, Kan.—Windstorm damaged the elevator of the Morrison-Gregg-Mitchell Grain Co. on May 22.

Harper, Kan.—The Imperial Flour Mills Co. sustained damage to its electrical equipment on May 19.

Hill City, Kan.—Windstorm slightly damaged the local elevator of the E. C. Wyatt Grain Co. on May 22.

Denmark, Kan.—On May 22 the E. C. Wyatt Grain Co. sustained slight windstorm damage to its elevator.

Hunter, Kan.—The E. C. Wyatt Grain Co. sustained slight windstorm damage to its elevator on May 22.

McCracken, Kan.—Windstorm slightly damaged the elevator of the Lindsborg Milling & Elvtr. Co. recently.

Herndon, Kan.—The elevator of the Beaver Valley Roller Mills was slightly damaged by windstorm on May 22.

Wilson, Kan.—The E. L. Rickel Grain Co., of Salina, has bot the elevator of George Eslinger here, taking it over June 15.

Liberal, Kan.—On May 22 the Seed Elevator and the Home Elevator of the J. H. Salley Co. were damaged by windstorm.

Shields, Kan.—The Hart-Bartlett-Sturtevant Grain Co. sustained slight windstorm damage to its elevator here on May 23.

Wilson, Kan.—The Art Wilson Grain Co. has leased the Farmers Elvtr. Co.'s elevator, known as the A-J Elvtr., and will operate it.

Marysville, Kan.—Carl Kerschen will manage the new wire office opened here June 1 by Wolcott & Lincoln, Kansas City.—George Morche, Hutchinson, Kan.

Salina, Kan.—Roy Faith, of the Faith Grain Co., underwent a serious operation at the Mayo Bros. Hospital, in Rochester, Minn., on May 26, for a tumor on the brain.

Lebanon, Kan.—Charles Travelute has bot the interest of L. D. Jennings in the elevator formerly owned by Barnes & Godden, and has installed new scales and made other repairs. preparatory to opening for business.

McPherson, Kan.—Colburn Bros. Mill has been taken over by a company, recently organized known as the McPherson Milling Co. M. E. Schulz, of Wichita, will be manager. The Colburn elevators at Windom and at Elyria were also taken over by the new firm.

Pretty Prairie, Kan.—The Mid-West Grain Co., of Hutchinson, leased the Farmers Elvtr. Co.'s elevator on June 9, and will continue operating it with D. E. Krebhiel, formerly engaged in the grain business at this point for his own account, as manager.—A. W. Estes, Hutchinson, Kan.

Copeland, Kan.—We have given up our lease on the properties of the Copeland Equity Exchange as of June 15.—Dick Frazee, Security Elvtr. Co., Hutchinson, Kan.

Pratt, Kan.—Wolcott & Lincoln, of Kansas City, opened a wire office here June 1, with Mr. Starnes as manager.—George Morche, mgr., Wolcott & Lincoln Grain Co., Hutchinson, Kan.

Galva, Kan.—A. L. Flook, who owns and operates two elevators here, is making extensive improvements at the Rock Island elevator, enlarging the storage space by several thousand bushels and installing some new equipment, including a cupola grain cleaner.

Sublette, Kan.—F. E. Vance has sold his interest in the McCoy Grain Co. to his partners, Frank McCoy, C. W. Durnill and John Watson, and has given up his position as manager of the elevator. He contemplates purchasing another elevator in western Kansas.

Salina, Kan., June 13. (Special telegram).—The Salina Board of Trade this afternoon elected John Vanier, pres. of the Western Star Flour Mills, pres. of the Board, B. Lynch, vice pres., and the following directors, Jay Owens, Roy Faith, Dave Lorenz, Edgar Rickel and Ernest Wyatt.

Kismet, Kan.—The Collingwood Elvtr. burned during the night of May 17; loss, \$15,000, including three carloads of wheat. The surrounding buildings, including the office, were destroyed also. W. R. Prater, manager, was severely burned about the face and hands while fighting the fire.

Hutchinson, Kan.—New officers of the Hutchinson Board of Trade, elected June 6, are: C. C. Kelly, pres.; J. V. Fleming, vice-pres.; W. T. Macauley, sec'y; following are the directors: L. P. Collingwood, George E. Gano, C. D. Jennings, H. A. Davis, A. W. Estes, E. E. Shircliff, and Frank Summers.

Sylvia, Kan.—The Mid-West Grain Co., of Hutchinson, bot the defunct Farmers Elvtr. Co.'s properties at receiver's sale May 19, and will continue to operate the plant under the name of the Sylvia Grain & Supply Co. H. W. Smith, for 12 years managers of the Farmers Elvtr. Co., of Villyn, Kan., is now manager here.—A. W. Estes, Hutchinson, Kan.

Topeka, Kan.—Sec'y E. J. Smiley, of the Kansas Grain Dealers Ass'n, has issued a long letter to members in which he tries to convince them that he is a bull on the grain market. However, some of the older members still doubt it. Ed is planning to hold a bull meeting of the ass'n sometime in October. All members will be expected to come with polished hoofs and sharpened horns.

Garden City, Kan.—The Garden City Co-op. Equity Exchange has purchased equipment for a 150-barrel flour mill and stored it in its west elevator on Eighth St. until a mill is built, which will be located near the elevator on Sixth St. It is uncertain just when the building will be erected, perhaps not until next winter, depending on local conditions. Construction will be of steel and concrete.

Winfield, Kan.—We expect to have our permanent unloading and handling equipment in operation by June 10, and will be in a position to handle new wheat after this date. We have had temporary unloading equipment in use since fire destroyed our headhouse in February. This will complete all anticipated improvements here since the erection of our new 60,000-bu. concrete elevator.—Russell Payne, Mgr., Grain Dept., Consolidated Flour Mills Co., Wichita, Kan.

Saxman, Kan.—The Lyons Flour Milling Co., of Lyons, Kan., has bot the 15,000-bu. elevator here built last July by Will Burke, of Little River, on premises formerly occupied by the Saxman Mill, owned by the Central Kansas Milling Corp., of Lyons, before that mill burned. Mr. Burke's interests include the office building of the old mill, and the elevator which is of frame construction, iron clad, on ground leased from the Central Kansas Corp. The new owners took charge May 15.

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Bellefont, Kan.—We will not open our elevator here this year, which has been closed since the first of the year, on account of poor crop prospects.—C. D. Jennings, Hutchinson, Kan.

Coats, Kan.—The recently formed Hart-Bartlett-Sturtevant Grain Co., of Kansas City, has bot the elevator at this point owned by the Coats Grain & Coal Co., a co-operative. C. E. Lucas, of Ford, has been appointed manager. The elevator will handle grain, feed and coal, and will do custom grinding. A new platform has been put over the scales and a partition has been put in one of the buildings to make a storage place for sacked feed. Improvements have also been made in the grinding room. Mr. Lucas was at one time with the Mid-West Grain Co.

Lyons, Kan.—J. M. Blair, manager of the Lyons Flour Milling Co., which owns and leases several elevators and mills, has become the sole owner of the firm's common stock, and his partners, H. S. Cowgill and H. W. Putnam, both of Carthage, Mo., own the preferred stock. Mr. Blair, who recently leased the Central Kansas Milling Corp.'s plant (just across the street), consisting of an elevator and a 600-barrel mill, as reported in the Apr. 26 Journals, turned over these interests to the new firm, which will continue to be known as the Lyons Flour Milling Co. Improvements have been made in the machinery of this mill, and the Lyons Co. has also recently completed its new 20,000-bu. headhouse here, replacing the fire loss of last December. The company's tank storage capacity on this property is 200,000 bus.

WICHITA LETTER

We are installing an Atlas-Imperial 300-h.p. full diesel engine in our terminal elevator here.—Sam P. Wallingford, Wallingford Grain Corp.

W. A. Talbot, manager of the Hall-Baker Grain Co. (subsidiary of the Farmers National Grain Corp.), Denver office, has been transferred to the branch office in this city.

Wichita, Kan.—The Ogren Grain Co. and the C. E. Jones Grain & Elvtr. Co., both of this city, consolidated on June 5, and will hereafter be known as the Ogren-Jones Grain Co.—C. C. Ogren.

At the recent election of officers of the Board of Trade J. A. Woodside was chosen as pres., and I. H. Blood vice-pres.; directors elected were: A. W. Gill, C. E. Jones, B. M. Megaffin and W. W. Wallis.

T. C. Thatcher has been elected pres. of the Red Star Milling Co., of this city, subsidiary of General Mills, Inc., of Minneapolis. Mr. Thatcher succeeds the late Roger S. Hurd. J. L. Walker was re-elected vice-pres. and general manager of the Red Star unit.

James E. Bennett & Co. will soon move to larger quarters to accommodate increasing business since the installation of a direct private wire for stock quotations and executions to New York City. Denver, Kansas City, Peoria, Terra Haute, and Pittsburgh offices are the only ones on this wire, which greatly expedites the service rendered. P. E. Collins, formerly of Lafayette, Ind., is manager here.

KENTUCKY

Scottsville, Ky.—Windstorm slightly damaged the elevator property of W. W. Thompson & Co. recently.

Henderson, Ky.—A. Waller & Co. sustained very slight windstorm damage to their warehouse on May 9.

Louisville, Ky.—Oscar Farmer & Sons, feed manufacturers, have opened another branch on East Market St., opposite the Bourbon Stockyards.

Louisville, Ky.—Henry Fruechtenicht is again doing business from his Hancock St. elevator, which he sold a few years ago and now has taken back again and moved to it from his other place on Seventh and Mix streets. He does a grain, feed and hay business.

Maysville, Ky.—John C. Everett, retired grain and feed merchant of this city, died at his home here June 5, at the age of 75 years, after a prolonged illness. His business, operated as J. C. Everett & Co., was turned over to his son, J. C. Everett, Jr., years ago.

MARYLAND BALTIMORE LETTER

Wm. H. Kellum, for over 60 years engaged in the grain, hay and feed business in this market, retired from the firm of L. Kellum & Co. on June 1.—R. C. N.

George W. Albaugh, grain and feed merchant and banker of Westminster, Md., and for 30 years a member of the Baltimore Chamber of Commerce, died May 30, aged 76 years.—R. C. N.

Edward Netre, chairman of the executive com'te of the Baltimore Chamber of Commerce, who has been taking a rest cure for ten days at the Mercy Hospital, this city, is again at his office.—R. C. N.

John M. Dennis, for many years connected with the grain export trade of this market, operating as Louis Muller Co., but in recent years connected with the banking business, has resigned as pres. of the Union Trust Co. of Maryland.—R. C. N.

Effective June 1 rates on grain and grain products from western points to points on the Maryland & Pennsylvania Railroad, which have heretofore been 5c per 100 lbs. over the Baltimore and York, Pa., rates, were reduced to 2½c per 100 lbs. over such rates.—R. C. N.

At a dinner meeting May 27 at the Lord Baltimore Hotel a Women's Traffic Club of Baltimore was organized, after an address outlining the purpose and functions of a similar club was made by Mrs. Jo Schifferdecker, pres. of the Women's Traffic club of Greater New York.—R. C. N.

Chester L. Weekes, formerly Baltimore manager of the Farmers' National Grain Corp., but more recently connected with the distribution of Red Cross wheat in Chicago, was a Baltimore visitor May 29. Mr. Weekes terminated his connection with the Red Cross on May 1 and has been spending several weeks in Florida.—R. C. N.

MICHIGAN

Athens, Mich.—The Wolf Grain Co. has been dissolved and has retired from business.

Wheeler, Mich.—W. F. Bradford has started rebuilding his elevator that burned some time ago.

Scotts, Mich.—White Bros. are delivering 230 tons of straw to Camp Custer Citizens Reforestation Camp Dept.

Harbor Beach, Mich.—The property owned by George and Cella Wruble was slightly damaged by exposure fire recently.

Traverse City, Mich.—A fire caused by a short circuit in an automobile damaged the property of the Farmers Co-op. Ass'n recently.

Mesick, Mich.—Edward Dean's elevator burned on June 6, fire starting from the backfiring of a gasoline engine; loss, \$6,500; partly insured. Mr. Dean operated as the Mesick Grain Co.

Forest Hill, Mich.—The management of the 12,000-bu. bean and grain elevator here has been taken over by Harry J. Hudson, former head of the Shepherd Elvtr. Co., at Shepherd, Mich.

Davison, Mich.—The Burroughs & Wolohan Elvtr. Co. is the name of the new firm that took possession of the Cartwright Elvtr. on May 15. Extensive alterations and repairs are being made. I. J. Berry, of Mt. Morris, is the manager.

Lansing, Mich.—K. P. Kimball and M. G. Murphy, both of whom have been affiliated with the Trinidad Bean & Elvtr. Co., of Trinidad, Colo., for several years, have formed and incorporated a new firm, to be known as the Kim-Murphy Co., with offices in the Hollister Bldg., this city, to do a jobbing business in beans, probably operate its own elevators and handle western beans marketed by the Trinidad Co. Mr. Kimball is well known in the bean industry, having operated his own company in Chicago, handled the packaged bean department for Chatterton & Son, at this city for some time, later becoming sales manager for the Trinidad Bean & Elvtr. Co. Mr. Murphy has been associated with the Isbell-Brown Co., of this city, with Chatterton & Son, with the Chamberlain Bean Co., of Port Huron, and managed the Detroit office of the Trinidad Co. The new firm has taken over the Detroit office of the Trinidad Co. and moved it to this city, and while handling western beans for the Trinidad Co. in eastern territory, will operate independently on Michigan beans.

Eaton Rapids, Mich.—Amaziah Crane, of the former firm of Crane & Hults, died unexpectedly at his home here, May 18, after an illness of about one hour, death being due to a heart attack. He was 68 years old. In 1909, with his late brother Ernest, he built the elevator that he continued to operate until his death. His widow survives him. The partnership of Crane & Hults, operating the elevator for several years past, was dissolved only a few days before Mr. Crane's death.

MINNESOTA

Wells, Minn.—Harold and Edward Frank, brothers, have bot an elevator here, which they will operate.

Sherburn, Minn.—The village marshal recently frustrated an attempt to rob the Farmers Elvtr. Co.'s elevator.

Blue Earth, Minn.—Edward D. Evans, pioneer grain elevator man here, died May 11 at the age of 96 years.

Beardsley, Minn.—Emil Baerwaldt has been appointed manager of the Beardsley Farmers Elvtr. Co.'s elevator, succeeding J. F. Brady, resigned.

Duluth, Minn.—Harris, Burrows & Hicks, of Chicago, recently opened an office here, with E. H. Harbison, formerly with C. C. Wyman & Co., in charge.

Fairfax, Minn.—The 700-barrel mill here has been re-opened by R. D. Sonnenberg, of Minneapolis; Frank O'Brien, of White Bear Lake, Minn., and their associates.

Delft, Minn.—The Carson Farmers Elvtr. was struck by lightning about 7 p. m., Sunday, May 21, and took fire, but the quick action of the Windom firemen saved the elevator.

St. Charles, Minn.—Catching his fingers in a device for loading grain in a box car at the Farmers Elvtr. Co.'s elevator recently, Frank Keville severely injured two of them.

Mankato, Minn.—The Bierbauer brewing plant here has been bot by the Brooks Elvtr. Co., of Minneapolis, which is overhauling and re-equipping it. The capacity will be about 75,000 barrels of beer a year.

Butterfield, Minn.—During a recent severe windstorm the Hubbard & Palmer Co.'s steel grain tank was picked up by the wind and left on the railroad tracks, where it was carried quite a distance by a freight train engine.

Jackson, Minn.—The Farmers Co-op. Elvtr. Co.'s elevator had a close call on May 6, when friction from a slipping belt on an electric motor ignited some chaff and dust near it. Manager Lande and firemen extinguished the fire before much damage was done.

Silver Lake, Minn.—State fire marshals and investigators for the National Board of Fire Underwriters, while investigating the fire that destroyed the elevator of the Victoria Elvtr. Co., reported in the May 10 Journals, discovered forgeries by the former manager, James Naza, who has since been arraigned in district court.

Luverne, Minn.—The daily press reports of the loss sustained by E. A. Brown & Co. in the fire at their elevator plant in March were greatly exaggerated. The fire originated in a corner of the warehouse, presumably set by careless tramps, and amounted to less than \$300 to the warehouse and \$500 to stock. Daily papers gave the damage as \$7,000.

Duluth, Minn.—Milton M. McCabe, formerly of the grain firm of McCabe Bros. Co., of this city, for many years, but recently in the oil business in Texas, died May 20, at the age of 61 years. He is survived by his widow, three sons and three daughters. William J. McCabe, prominent in the grain trade of the Northwest, who died last February, was a brother.

Warren, Minn.—The Pioneer Land & Loan Co. has under construction a 30,000-bu. elevator adjacent to its present elevator and seed warehouses on North Third St. It will be equipped with up-to-date improvements, including a 15-ton truck scale. The company manufactures feeds also. C. G. Peterson, manager of the company, is in charge of the construction work.

North Redwood, Minn.—The Farmers Elvtr. Co.'s elevator burned shortly after midnight, May 17; lightning was believed to have caused the fire; loss, \$10,000; covered by insurance. More than 8,000 bus. of small grain was destroyed; several thousand bus. of corn in a nearby crib was saved, also the coal shed. The elevator was built in 1914. The company will either buy an elevator or rebuild.

Albert Lea, Minn.—The elevator of the Donovan Grain & Fuel Co. has been re-roofed and the entire plant painted.

Duluth, Minn.—It is reported that the wire to the Duluth Board of Trade maintained for many years by Logan & Bryan, who are retiring from business, was discontinued on May 20, and that the firm's representative here, Hadley A. Hansen, will hereafter represent the Bartlett-Frazier Co., of Chicago. J. F. Finkelson, formerly with Bartlett-Frazier, will be the representative here of Thomson & McKinnon, also of Chicago.

Alexandria, Minn.—H. E. Kiger's up-to-date feed plant here is a converted brewery, now one of the best feed and seed establishments in the northern part of the state. The massive walls, heavy timbers and strong underpinning that formed the construction of a building originally intended for malting and brewing, also make a structure that is ideal for some of the heavy materials and machinery used in a wholesale feed and seed business.

MINNEAPOLIS LETTER

A membership in the Chamber of Commerce has been purchased by Walter Teipel, of the Froedtert Grain & Malting Co.

Ralph Guenther has been transferred from the Denver, Colo., branch of Purina Mills to the plant here, where he is grain and feed buyer.

Elevator "T" of the Cargill Commission Co. was destroyed by fire and dust explosion June 8 at 8:30 p. m. The house had 3,935,000 bus. capacity and contained about 700,000 bus. wheat, 105,000 corn, 725,000 oats, 264,000 barley and 630,000 rye.

J. E. Scroggins, vice-pres. of the Scroggins Grain Co., of this city, passed away May 17. Two years ago he retired from active business, and his son Maurice, is the head of the grain company. Another son and his widow also survive Mr. Scroggins.

The business of the Stuhr-Seidl Co. has been taken over by the Archer-Daniels-Midland Co. Frank Seidl is now manager of the barley department of the Archer-Daniels Co., which will take over the Gluck Elvtr., operated by the Stuhr-Seidl Co. under lease.

To fill the vacancies caused by the death of William H. Perry, Philip S. Duff has been appointed a member of the transportation committee of the Chamber of Commerce and a director of the Minneapolis Traffic Ass'n, representing the grain and milling industries.

No personal property tax will be assessed against memberships in the Chamber of Commerce this year, according to a recent ruling of the city assessor. At the present low level of memberships they are more than off-set by the value of the chamber's real estate holdings.

MISSOURI

Malta Bend, Mo.—The elevator of the Rea & Page Milling Co. was slightly damaged by windstorm recently.

Salisbury, Mo.—The Salisbury Model Mill recently installed a new diesel engine as a power unit for the elevator and mill.

Poplar Bluff, Mo.—The Butler County Farm Bureau started operation of its new 30x30-foot feed mill on May 19. It cost \$500 plus donated labor and material.

Truesdell, Mo.—Jerabek & Son, who operate a feed store here, plan in the near future to build an additional room, of about 20x24 feet, adjoining their present building, to house their feed and grinding machinery.

Bunceton, Mo.—W. C. Earickson has been appointed manager of the Farmers Elvtr. Co.'s elevator, succeeding Edgar Brandes, resigned. Mr. Earickson is well known here, having been manager of a lumber company at this point for a number of years.

Independence, Mo.—The future of the Waggoner-Gates Milling Co., which has operated here for half a century, is the subject of legal arguments in the circuit court, the contending parties being the heirs of Peter Waggoner and George T. Gates, founders of the company, whose 50-year charter will expire July 5, and two of the three trustees of the Gates estate are opposing the granting of a new charter, contending that the company's assets could be advantageously liquidated for the full value of the stock. The Waggoner group of heirs favors the granting of a new charter.

Carrollton, Mo.—The milling plant of the Jarboe Milling Co. was slightly damaged by windstorm on May 6.

Sullivan, Mo.—Mr. Keller, miller at Champion City, has bot the old Kramer Mill property here, is remodeling the building and installing milling machinery. He will operate the mills at the two points.

Corning, Mo.—Our elevator was destroyed by fire Apr. 29, at 3 o'clock a. m., cause of fire unknown. We were insured in the Grain Dealers National Mutual Fire Ins. Co. for \$8,000. The insurance company will replace the building, contract for which has been let. Work started about May 23, and will be completed about July 10, in time for our wheat harvest. Capacity of the elevator will be about 15,000 bus.; cribbed construction; machinery roller-bearing thruout; equipment will include an electric dump.—Farmers Grain Co., by J. D. Ahrens, mgr.

KANSAS CITY LETTER

Friends of Wallace C. Goffe, of Goffe & Carkener Co., Inc., will be glad to know that he is recovering nicely from his recent severe attack of bronchial pneumonia.

Marion Fuller, well-known traveling representative for Meservey-O'Sullivan Grain Co., of this city, was buried at Newton, Kan., June 8, death following a prolonged illness.

Julian Scott, of the Uhlmann Grain Co., was passing cigars around on May 24 in honor of Master Richard Hugh Scott, who came to town that day, pulling the scales down to 8½ pounds.

Oscar L. Malo, of Denver, Colo., has applied for membership in the Kansas City Board of Trade on transfer from W. A. Hinchman, the membership selling for \$4,500, including the transfer fee.

A new department has been opened by George W. Hoyland, Inc., millfeed and flour broker, to be under the management of Mr. Hoyland's son, Sam D. Hoyland. The new department will handle a full line of feed ingredients.

Cort Addison has joined the Hart-Bartlett-Sturtevant Grain Co., the formation of which was reported in the May 10 Journals. Mr. Addison is a member of the Board of Trade and has been operating as a grain broker under his own name.

Because grain is being trucked into the city in competition with grain dealers who pay license and taxes, an ordinance has been introduced to require itinerant wholesale grain dealers to pay a \$100 annual license fee, post a \$500 bond with the city, submit pictures of themselves or of heads of firms to the city and to place "Itinerant Licensed Wholesale Produce or Grain Dealer" signs on both sides of their wagons or trucks. A similar ordinance now applies to itinerant wholesale produce dealers selling fruits, vegetables, garden produce, butter, eggs, cheese, game or poultry. After a hearing before the general committee, late in May, the proposed ordinance regarding truckers of grain was referred to the city council for amendment.

Members of the Kansas City Board of Trade on May 29 adopted a rule prohibiting trading in cash grain, either spot or to arrive, on the basis of the price being fixed at a future date, relative to futures. The former system did not meet with universal acceptance by buyers and outlet for the grain was therefore restricted to firms willing to buy on a deferred basis. Discounts had to be taken at times to effect sales on the price later basis. Under the new rule, effective immediately, the sale price must be fixed by the close of the market on the next business day. On May 29 members of the exchange defeated the proposed amendment (reported in the Journals last number) which would give the directors broader powers to deal with emergencies.

ST. JOSEPH LETTER

Jerome Taylor has applied for membership in the St. Joseph Grain Exchange on transfer of membership held to the order of A. J. Brunswig.

A St. Joseph office for Hart-Bartlett-Sturtevant Grain Co. has been opened in the Corby Bldg., adjoining the trading floor of the local exchange, and J. L. Frederick has been made manager. The firm is doing a wire house business, and will also enter the cash grain field at St. Joseph. Harry Musser has been retained as operator. Paul D. Bartlett and R. H. Sturtevant, officers of the new corporation, were here May 16 in connection with the opening of the offices.

Harry O. Spillman, wire operator for James E. Bennett & Co., recently underwent an operation for appendicitis, and is reported progressing nicely.

Penney Grain Co., composed of Smith A. Penney, E. M. Louch and T. E. Fennell, has been organized in this city and is now doing business on the local exchange. Mr. Penney was formerly in the grain business here, and Messrs. Louch and Fennell were recently connected with Heald Grain Co. Office location is in the Corby Bldg.

Goffe & Carkener, Inc., have opened an office in the Corby Bldg., with Carl N. Duehren as manager. Mr. Duehren was formerly connected with B. C. Christopher & Co. in this market and more recently has been in the employ of the Mitchellhill Seed Co., of this city. The concern is soliciting futures business and will also handle cash grain.

James A. Vaughn has been appointed manager of the local office of B. C. Christopher & Co., succeeding J. I. Frederick. He has applied for membership in the St. Joseph Grain Exchange on transfer of membership formerly held subject to the order of Uhlmann Grain Co. James Norton has been retained as telegraph operator in the Christopher office.

MONTANA

Great Falls, Mont.—T. E. Hegna Grain Co., incorporated; capital stock, \$50,000; incorporators: T. E. Hegna, P. F. Brown, Mae H. Hegna and Maud Brown; to engage in a grain brokerage business.

Devon, Mont.—Warren Hedman, for a number of years associated with the H. Earl Clack Co., elevator operators, Havre, Mont., has been appointed manager of the St. Anthony & Dakota Grain Co.'s elevator at this point.

Bozeman, Mont.—The Bozeman Feed & Grain Co. is operating its recently completed elevator and mill here, and is manufacturing poultry and stock feeds. The company (which was incorporated last winter) is affiliated with the Missoula Feed & Grain Co., which is a subsidiary of the Missoula Merc. Co.

NEBRASKA

Gilead, Neb.—Windstorm slightly damaged the elevator of the Fuller Grain Co. recently.

Valentine, Neb.—Windstorm damaged the elevator of the S. F. Gilman Mill Co. considerably on May 22.

Chappell, Neb.—Windstorm slightly damaged the elevator of the Lexington Mill & Elvtr. Co. on May 22.

Mead, Neb.—A 10-bu. automatic scale was recently installed in the headhouse of the Farmers Union elevator.

Lexington, Neb.—The elevator of the Lexington Mill & Elvtr. Co. was slightly damaged by windstorm late in May.

Marion, Neb.—On May 22 the Morrison-Gregg-Mitchell Grain Co. sustained considerable windstorm damage to its elevator.

Gering, Neb.—A fire, reported to have originated from a short circuit in wiring, slightly damaged the elevator of Chester B. Brown recently.

Chappel, Neb.—The Farmers Elvtr. Co.'s elevator was entered by thieves during the night of May 1, who gained entrance by using tools stolen from a shed nearby. They stole \$17 in money from the elevator safe.

Adams, Neb.—The R. A. Maarsingh Elvtr. has been sold to the Robinson Grain Co., of Sabetha, Kan., and possession was given June 1. Mrs. Maarsingh has been managing the elevator since the death of her husband in July, 1932.—Mrs. R. A. Maarsingh.

Wynot, Neb.—A. W. Jones, whose father established a waterpower mill here years ago, soon after Nebraska was admitted to statehood, is seeking to have his water rights clarified so that he may put the mill into operation again.—Art Torkelson, with Lamson Bros. & Co.

Stratton Grain Company
ST. JOSEPH, MO.
Southwestern Wheat and Corn
Operating Stratton Elevator
2,000,000 Bus. Capacity

Omaha, Neb.—Carl Brasee, long connected with the western office of the Grain Dealers Nat'l Mutual Fire Ins. Co., celebrated Decoration Day by having his appendix cut out. His vigorous constitution and excellent health promises to have him out among the elevator men shortly.

Heber Siding (Central City p. o.), Neb.—An elevator at this point belonging to the Hord Co. (not the T. B. Hord Grain Co.) burned at noon, June 8. A small amount of grain was in the elevator and a little feed in the adjoining warehouse, both of which were a total loss; covered by insurance. The cause of the fire was that to be sparks from a locomotive.

Falls City, Neb.—The Goffe & Carkener Co., of Kansas City, opened an office here on May 31, in the Richardson County Bank Bldg., making the 25th office of this company. The service will include direct wire to Kansas City, Chicago and New York. K. M. Beman, of Kansas City, has charge of the local office and has moved his family to this point.

Lincoln, Neb.—The Governor has suspended the transportation charges allowable for carrying the test weights from place to place, in the state scale inspection work, stating that this would save scale owners of the state about \$1,000 a year, and remove the chief cause of complaint against scale testing expenses. The testing fees are excessive. In 1932 the returns were over \$6,000 more than the cost of doing the work, and this amount reverted to the state treasury. The last legislature passed a bill by an overwhelming majority, reducing the fees by 50%, apparently believing that administrative expense should be cut to that basis, but the bill was vetoed.

NEW ENGLAND

Lyme, N. H.—The feed mill of Ralph Small, which burned recently, is being rebuilt.

Boston, Mass.—Applicants for membership in the Boston Grain & Flour Exchange include Thomas F. Colbert, of Somerville, Mass., grain, hay and feed dealer.

NEW YORK

Canandaigua, N. Y.—Sun Hay Co., incorporated; capital stock, \$20,000; grain, feed and hay.

Buffalo, N. Y.—The Ralston-Purina Co. is now operating its new whole wheat flour unit at its plant here.

Buffalo, N. Y.—Recent new members of the Corn Exchange include Fred G. Kruger and James A. McConnell.

Rochester, N. Y.—The Macauley-Fien Milling Co. has filed a voluntary petition in bankruptcy. The attorneys for the bankrupt are Reed & Shutt, Wilder Bldg., this city. The company was incorporated 33 years ago.

Lacona, N. Y.—The Stevens Milling & Feed Co. has been re-organized recently. Dr. Harwood L. Hollis, pres. of the Lacona National Bank, and Daniel Griggs, of Adams, having an interest in the firm. Thomas W. Hamer is general superintendent of the company.

NEW YORK CITY LETTER

Four regular and four associate memberships in the Produce Exchange will be sold at auction on June 16, at 3 p. m.

The Produce Exchange held its annual election on June 5, with the following results: Pres., Samuel Knighton; vice-pres., Thomas F. Baker; treas., John M. Murray, all being re-elected.

Brinkley Evans, export grain broker of this city, died June 1, at the age of 53 years. Mr. Evans was born in Kansas City, and was well known in the grain trade of the West as well as of the East.

Charles Lee has been appointed manager of the Farmers Feed Co.'s brewers' grain department here. Mr. Lee was formerly Buffalo manager of the Eastern States Farmers Exchange, and later with Allied Mills, Inc., as sales representative in the New England states.

Notice of the death of Edward P. Sultmann was posted recently on the Produce Exchange. Mr. Sultmann, who was 46 years of age, died in St. Luke's hospital, following a long illness. He had been a member of the Produce Exchange for seven years, and was formerly a member of the Chicago Board of Trade and of the Winnipeg Grain Exchange.

NORTH DAKOTA

Wyndmere, N. D.—John Broute, manager of the Farmers Grain & Trading Co.'s elevators, has resigned.

Fingal, N. D.—The Farmers Elvtr. Co., of this point, recently became a member of the Farmers Grain Dealers Ass'n of North Dakota.

Elgin, N. D.—The roofing and cladding on the elevator owned by the Farmers National Warehouse Corp. was badly damaged by windstorm on May 23.

Buffalo Springs, N. D.—On May 23 the wind blew down the outhouse, being part of the elevator property of the Farmers National Warehouse Corp.

Deering, N. D.—The Deering Farmers Elvtr. was robbed of a strong box during the night of May 7, for the return of which Manager Olson has offered a reward.

Norwich, N. D.—Burglars visited the Equity Co-op. Elvtr. Co.'s office recently for the second time in a few weeks. Their loot consisted of blank grain checks.

Kathryn, N. D.—The Andrews Grain Co.'s elevator burned at 7:30 p. m., May 17. The 5,000 bus. of grain in the elevator was salvaged for feed. Mr. Swanson, manager, saved the records from the office.

Harvey, N. D.—John Guthschmidt & Son's elevator burned at 1:30 a. m., May 17, from fire of unknown origin; loss, \$12,000; 2,000 bus. of grain and \$2,000 worth of feed, seed and flour were also destroyed.

Carrington, N. D.—The Osborne-McMillan Elvtr. Co.'s elevator has been closed down for a complete overhauling and extensive repairs, and will re-open in July. New, up-to-date equipment will be installed.

Bismarck, N. D.—The 1933 session of the Legislature of the State of North Dakota passed a law which prohibits the sale of flour in this state unless labeled as follows: "Each and every package, container or barrel of flour, manufactured or distributed in whole or in part from wheat, which is sold, offered or exposed for sale or delivery in this state, shall bear on the outside thereof, in a conspicuous place, a legible and plainly written or printed label or statement which will truly state the brand or trademark under which the flour is sold or offered; the name and address of the manufacturer and the place where the flour was manufactured or distributed; the percentage of each kind of wheat used in the manufacture of said flour, whether North Dakota hard spring wheat, or other wheat of the regular hard spring variety or of other wheat such as winter wheat, soft spring wheat, durum wheat or any other variety, and the state in which it was produced. Such label shall also state the percentum of protein of the said wheat or mixture of wheat when manufactured into flour, also the net weight in pounds of flour contained in such container, bag or barrel." This law becomes effective July 1.

OHIO

Hanoverton, O.—The Hanoverton Mills have been bot by W. G. Hyatt.

West Jefferson, O.—J. W. McCoy has been appointed receiver for the West Jefferson Elvtr. Co.

Lucasville, O.—A grist mill will be operated here by William Spradlin in a building he is erecting.

Findlay, O.—The Farmers Co-op. Grain & Supply has appointed Pearl Burkett manager of its elevator.

Greenville, O.—Our office interior is being plastered and refinished.—E. W. Loy, Greenville Farmers Exchange.

Mt. Gilead, O.—H. C. Little has been appointed receiver for the Buckeye Milling Co., which has been doing business at a loss.

Greenfield, O.—The Murphy Milling Co. has taken over the Island Grove Mill at this point. The plant includes an elevator also.

Toledo, O.—W. W. Cummings, sec'y of the Ohio Grain, Mill & Feed Dealers Ass'n, has moved his office back here from Columbus.

Greenville, O.—We recently completed construction of a 50x15-foot, 3-bin coal shed with concrete floors, foundation and bin walls.—C. E. Conover, West Side Elvtr.

Melvin, O.—The elevator and feed grinding plant under construction for O. W. Linkhart by the Sidney Grain Mch'y. Co., as previously reported, will have a capacity of 12,000 bus.

Toledo, O.—Charles Quinn, sec'y of the Grain & Feed Dealers National Ass'n, has the sympathy of the trade in the death of his wife, which occurred recently, following a stroke.

Plymouth, O.—Fire originating in the elevator boot from unknown cause damaged the elevator property of Don W. Einsel on May 24; loss, \$15,000, necessitating new leg, new seed cleaning machinery and rewiring.

Good Hope, O.—W. F. Black, for many years owner and operator of the grain elevator and coal yards here, died May 25, from heart trouble, at the age of 72 years. One daughter survives him, his wife having died a number of years ago.

Pleasant Hill, O.—The Pleasant Hill Farmers Exchange is now building its 5,000-bu. elevator, reported in Feb. 22 Journals as to be built, into which it is moving its feed grinding and mixing equipment. The work is being done by Sidney Grain Mch'y. Co.

Thornville, O.—For the second time a verdict has been returned in favor of the Farmers Co-op. Elvtr. Co. in its money suit against John Snook, a jury fixing the compensation at \$53.56. Previously the elevator company sued for payment and Snook filed a counter claim alleging breach of contract.

Toledo, O.—The Norris Grain Co., operating the B. & O. Elvtr., is installing additional dust collecting facilities, which, it is believed, will make it possible to eliminate 98% of the dust caused by grain handling. Complaints have been made by East Side residents that the plant's operations caused a dust nuisance.

Toledo, O.—Recent new members of the Ohio Grain, Mill & Feed Dealers Ass'n are the following: H. G. Roberts Co., Thornville; Hammel & Niswonger, Pittsburg; W. C. Mote, Laura; H. W. DeVore & Co., Toledo; J. B. Studebaker Elvtr., New Carlisle; Bluffton Milling Co., Bluffton; R. W. Powell, Castine, all in Ohio, and K. & A. Seed Co., Ft. Wayne, Ind.

Upper Sandusky, O.—A monthly meeting of the Northwestern Ohio Farmers Grain Dealers Ass'n was held here June 5, the ass'n being guests of the U. S. Commission Co. Dinner was served at 6:30 at one of the local churches. Prof. W. O. Moore gave a talk. In the afternoon there was an interesting ball game between the managers and salesmen of the ass'n.

Edison, O.—F. E. Blair, owner of the elevator here and pres. of the Marion Grain & Supply Co., died at his home on May 28, after a sudden attack of apoplexy while inspecting the wheat in the bins at his elevator the previous day. He was 53 years of age. Mr. Blair is survived by his wife and one daughter, a son having died 10 years ago. He had been in the elevator business here for 29 years, with the exception of three years spent in Marion.

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OKLAHOMA

Enid, Okla.—Uhlmann Grain Co., of Chicago and Kansas City, is opening a private wire office here by June 10, with J. P. Ewing, of Amarillo, as manager.

Pawnee, Okla.—Elmer Perry's mill and elevator, the only elevator at this point, burned at 7 a. m., May 18; loss, \$15,000; origin of fire not known. The plant was operated under the name of the Pawnee Mill & Elvtr. Co.

Okarche, Okla.—The Farmers Elvtr. here, which has operated under lease to the Oklahoma Wheat Pool Elvtr. Corp. for the past two years, resumed handling grain for its own account on June 1.—Farmers Co-op. Ass'n, D. F. Wegener, mgr.

Enid, Okla.—Jess T. Langford has leased the elevators formerly operated by the Enid Milling Co. at Lovell and Douglas, Okla., as of June 1, and commenced operation thereof. He has also opened a consignment and brokerage office in the First National Bank Building.—A. R. Hacker.

Sumner, Okla.—The Farmers Trading Ass'n, of Morrison, has leased the Farmers Elvtr. at this point for the season, and Klein Riddle, manager of the Trading Ass'n at Morrison, will act as manager of the local elevator. George Hansen will be the proprietor of the elevator.

Enid, Okla.—Central Grain Co., incorporated; capital stock, \$50,000; directors: W. E. Weber, E. L. Weber and John O'Brien. General offices have been opened in the First National Bank Bldg., this city. This new company has leased and will operate the Choctaw Grain Co.'s line of elevators, located at different points in Oklahoma, reported in the May 10 Journals as having been leased to John Weber, of Ft. Worth, Tex. Mr. O'Brien, manager for the new company, was formerly vice-pres. and general manager of the General Grain Co., and was connected for many years with the Elreno Mill & Elvtr. Co. before the General Grain Co. acquired those interests. He has moved his family to this city from Ft. Worth.

PACIFIC NORTHWEST

Downey, Ida.—Feed, meal and flour are now being made at the Downey Flour Mill, recently re-opened under the management of Victor Mortensen.

Corvallis, Ore.—Bankers interested in the Fischer Bros. Milling Co. here, are making an effort to refinance the business. The mill had been offered for sale.

Silverton, Ore.—Louis Fischer, owner of the Fischer Flouring Mills Co. of this city, is on trial at Portland for alleged conversion of wheat without taking up warehouse receipts.

Portland, Ore.—The feed plant of Albers Bros. Milling Co. is undergoing extensive improvements, including installation of new machinery for making pellets and a thoro overhauling.

Lewiston, Ida.—Just another reminder that the Pacific Northwest Grain Dealers Ass'n will hold its annual convention in this city June 23 and 24. The registration fee has been reduced at \$1.50.

Eugene, Ore.—Construction has started on a three-story warehouse and milling plant for the D. Crabtree Milling & Feed Store. The building will be of re-inforced concrete, will cost about \$8,000, and will contain 15 storage bins having a capacity of 400 tons of grain and seed. Feed milling will be done at the new plant.

Wilsoncreek, Wash.—Two sack warehouses are left to the Wilsoncreek Union Grain Co. from the fire reported in the Journal's last number; 44,000 bus. of wheat in the elevator and 9,000 in the warehouse that burned, were destroyed, part of which was insured. The company expects to rebuild soon, and will take care of the new crop wheat.

Tonasket, Wash.—A complaint is reported to have been lodged by Dick Finn, rancher, against the Tonasket Grain Co., operated by L. S. Stalret, Finn claiming he has been "victimized thru sharp practice," 500 bus. of wheat being involved in the deal, for which Finn says he has so far received \$5 altho Stalret, he says, has realized \$180 on it thru sale of warehouse receipt. The building occupied by the grain company is said to have been found locked up recently on account of non-payment of rent, possession having been taken by Silver & Furey under a landlord's lien.

Davenport, Wash.—A court order has been granted to Mrs. Mina C. Bursch, administratrix for the estate of Herman A. Bursch, permitting her to compromise a claim against the Davenport Mill & Elvtr. Co. (alleged in her petition to be insolvent) and its bonding firm, the Aetna Casualty & Insurance Co., for \$875. Mrs. Bursch claimed that the elevator company converted wheat owned by Mr. Bursch to its own uses.

Spokane, Wash.—Gordon T. Shaw, Seattle grain broker and dealer, has opened an office in the Peyton Bldg., which will operate in conjunction with his Coast offices. W. H. MacDonald, who has been identified with the wheat business for several years, will be manager of the Spokane office. Some years ago Mr. Shaw was representative here for Albers Bros. Milling Co. He is a member of the Seattle Grain Exchange.—F. K. H.

Lewistown, Mont.—Fines of \$250 and one and a half years in prison were given to S. B. Fairbanks, pres., and A. A. Freeman, Jr., vice-pres., of the defunct Judith Milling Co., who pleaded guilty to two of the 15 counts in which they were charged with using the mails to defraud, the charges growing out of the bankruptcy of the company, when it was found that the men had secured money on fraudulent warehouse receipts and fictitious Bs/L.

Portland, Ore.—The hay trade of this city is having trouble again regarding hay inspection points, just when it thot its difficulties were at an end. The hay com'ite of the Oregon Feed Dealers Ass'n met recently with C. W. Wright, who was acting for Max Gehlhar, head of the state department of agriculture, and it was agreed that hay inspection of trucks should be at this city, at Kenton, Hood River and Sandy. Later it developed that the law does not give the department of agriculture the right to designate these places as inspection points, and efforts are being made to have Clackamas and Multnomah counties named as inspection areas, and Corbett has been proposed as a substitute for Hood River.

Craigmont, Ida.—The bulk grain elevator and warehouse of the C. E. Munn Warehouse Co., erected less than two years ago, burned at 2 a. m., May 25, together with 50,000 bus. of wheat and 5,000 sacks of barley; loss, estimated at \$33,000, including damage to the Camas Prairie Railroad. Not more than 25% of the grain could be salvaged. The elevator had a capacity of 25,000 bus., and the warehouse was 80x150 feet. About 75% of the grain in storage was owned by farmers, the other 25% belonging to the warehouse company. The farmers grain was well insured and the warehouse had insurance of \$7,500 on its grain, the loss on which was estimated at \$12,000. The Mikkelson Grain Co., of Lewiston, is part owner of the elevator and warehouse. The plant will probably be rebuilt.

Wendell, Ida.—Windstorm blew some siding off the elevator of the Wendell Elvtr. Co. on June 1.

PENNSYLVANIA

Philadelphia, Pa.—J. Spencer Morrison's feed storehouse and grain elevator burned June 1, the fire originating in a coal shed.

Mount Holly Springs, Pa.—His clothing catching in a large gear in the Mount Holly Springs Paper Co.'s mill, where he was engineer, Charles Lenhart was whirled to death recently. Mr. Lenhart was 58 years of age, was pres. of the city council and owner of Martins Feed Mill here.

New Brighton, Pa.—The Hornby Co., incorporated; capital stock, \$60,000; officers: Percy Hornby, pres. and treas.; George E. Mitchell, vice-pres., and Wilma J. Knopp, sec'y; to handle grain and grain products. This company operated originally as J. H. Hornby & Sons, and later as J. H. Hornby & Sons Co.

SOUTH DAKOTA

Menno, S. D.—H. R. Scrogg's elevator was sold recently at sheriff's tax sale to the Shelton F. Reese Elvtr. Co., of Huron.

Elkton, S. D.—The Frank Mangan Grain Co. recently bot the elevator here formerly operated by the Farmers Co-op. Elvtr. Co.

Yale, S. D.—The elevator known locally as the east elevator, owned by H. R. Scroggs, was sold recently at sheriff's sale to J. H. Olson.

Clark, S. D.—Leonard Lasseson, formerly of West Fargo, N. D., has been appointed manager of the Farmers Elvtr. Co.'s elevator, succeeding Mr. Lee, deceased.

Hooker, S. D.—Col. Boyd Wales recently bot at sheriff's sale the Farmers Elvtr. Co.'s elevator. Col. Wales is receiver of the First National Bank of Wiborg, bankrupt.

New Effingham, S. D.—The Farmers Elvtr. Co. recently appointed William Dahlin manager of its elevator, succeeding S. E. Olson, resigned. Mr. Dahlin has been managing the Farmers Elvtr. Co.'s elevator at Victor for several years.

Glenham, S. D.—Fire starting in the cupola of the George C. Bagley Co.'s elevator and whipped by a strong wind, resulted in \$20,000 damage, on May 31. Two carloads of grain were burned.—Art Torkelson, with Lamson Bros. & Co.

Marion, S. D.—The W. H. Borman Elvtr. is being dressed up with two coats of paint. The elevator has been operating full time since Easter. The Farmers Co-op. Elvtr. Co.'s elevator recently installed a magnetic separator.—W. H. Borman.

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Platte, S. D.—F. A. Adamek will operate the plant recently leased from the Charles Mix Milling Co., as previously reported, under the name of the Platte Flour Mills. The plant consists of an elevator and a 125-barrel mill, well equipped. Mr. Adamek was formerly with the Redfield Co-op. Mills, at Redfield, S. D.

Webster, S. D.—Grain dealers of the fifth district of the South Dakota Farmers Elvtr. Ass'n held a meeting here June 7, attended by managers and directors of farmers' elevators in Brown, Day, Marshall, Roberts and Grant counties. Among those appearing on the program were Chris Jensen, of Putney, state pres.; H. A. Olson, of Sioux Falls, state sec'y, and F. J. Cross, of Randolph, director for this district.

SOUTHEAST

Norfolk, Va.—The installation of a soy bean crushing plant is said to be under consideration by the Davis Milling Co.

Leaksville, N. C.—The Martin Milling Co.'s building, owned by W. T. Martin, burned May 10; loss, \$3,000; partly insured.

Slocumb, Ala.—J. B. Lunsford & Son have purchased the grist mill formerly owned by Dr. D. D. Stephens and E. H. Langston and are operating it.

Valdosta, Ga.—George C. Arnold, whose feed mill, operating as the Valdosta Milling Co., was destroyed by fire recently, as reported in the April 12 Journals, is being rebuilt. Machinery for the plant, which is being increased in capacity, has already been shipped.

Portsmouth, Va.—Driving of the wooden piles for the foundation work of the half-million dollar soy bean plant and 300,000-bu. grain elevator for Allied Mills, Inc., of Chicago, was started last month, and the plant is to be completed about Oct. 1. Construction is to be of reinforced concrete. The Indiana Engineering & Const. Co. was given the contract for designing and building the plant, also for selecting and installing all equipment.

Wilmington, Del.—The Lea Flour Mills, of Revolutionary War renown, which operated until 1920, were burned early in the morning of May 20; loss, over \$100,000. George Washington was a friend of Thomas Lea, the founder of the mills. Once during the war for independence the mill was stopped and the millstones hidden so that the enemy could not grind flour for themselves. Now all that remains standing of this historic building is the four walls.

TENNESSEE

Dresden, Tenn.—Fire, originating in the old mill building adjacent and connecting with the new structure of the Blue Star Feed Mill, completely destroyed the new mill at midnight, May 24. The origin of the fire is unknown. Just a week previous, fire of unknown origin damaged a quantity of corn in the storage part of the mill. The mill was valued at about \$6,000; partly insured. Frank G. Smith was the owner and operator of the plant.

Nashville, Tenn.—C. L. Liggett & Son, feed dealers, have been granted a permit by the building inspector to erect a \$17,000 warehouse on their property.

Chattanooga, Tenn.—G. N. Boyd is the new manager of the Tennessee River Milling Co.'s plant, manufacturing stock and poultry feeds, cornmeal and flour.

TEXAS

Crosbyton, Tex.—The elevator of the Harvest Queen Mill & Elvtr. Co. was slightly damaged by windstorm on April 25.

Brownwood, Tex.—In the severe storm that struck this section last month, taking a toll of three lives and injuring others, damage was done to the buildings of the Austin Mill & Grain Co. Many buildings, both business and residence, were damaged.

Plainview, Tex.—The Harvest Queen Mill & Elvtr. Co.'s plant, comprising grain storage of several hundred thousand bus. and a 700-barrel mill, was sold at public sale on June 2, by order of the court. As previously reported, H. G. Stinnett was appointed receiver several months ago.

Wichita Falls, Tex.—J. S. Hargett has been elected pres. of the Wichita Mill & Elvtr. Co., of this city; of the Kell Mill & Elvtr. Co., of Vernon, Tex., and of the Waco Mill & Elvtr. Co., of Waco, Tex. (all General Mills units), succeeding T. C. Thatcher, who has been elected chairman of the board of directors of these companies.

Ft. Worth, Tex.—Sec'y G. E. Blewett, of the Texas Grain Dealers Ass'n, reports the following new members of the ass'n: Gatesville Grain Co., Gatesville; Self Grain Co., Crowell; Farmers Mill Co., McGregor; Palestine Grain Co., Palestine; McKnight Grain & Elvtr. Co., Dallas, and the Sigmond-Rothschild Co., Inc., Houston. The King-Perkins Bag Co., of Houston, has been admitted to associate membership.

WISCONSIN

Haven, Wis.—The warehouse of the Haven Equity Co-op. Ass'n has been bot by A. L. Wagner & Co. for the storage of feed and seed.

Campbellsport, Wis.—Jos. Bauer, Sr., has bot the elevator of the Bankrupt Co-op. Co., and his sons will operate the house under the name of Bauer Bros., which opened for business May 27.

Independence, Wis.—L. J. Roberts & Son, of Bangor, have bot the closed Farmers Elvtr. here, which will be operated under the management of the junior member of the firm. Improvements have been made in the plant, including a new warehouse, 24x70 feet, with full basement, just east of the elevator building. This structure is as rodent proof as it is possible to make a building, and will house feed and grain.

Jefferson Junction, Wis.—The Ladish-Stoppenbach Co. is doubling the storage capacity of its plant here by the erection of an elevator just east of its present house, having 10 concrete bins. The company is also erecting three brick buildings, which will increase its manufacturing capacity by 60%. These buildings will house 15 new malting drums, with a 650-bu. capacity. August is the time set for completion of these additions.

Durand, Wis.—Damage estimated at \$15,000 was done here Sunday, June 4, by a fire that damaged an elevator and several warehouses. The fire originated at 4:30 a. m., in a warehouse, owned by W. H. Biles and used by the Bignell & McMahon Co., in which oats and salt were stored, and spread quickly in all directions. The Pfeiffer Elvtr. Co.'s warehouse, which stood next to the Biles building, was considerably damaged, the roof and one side of the building being practically destroyed; damage to this building estimated at \$800, partly insured. The greatest loss was to the Leffring Elvtr. Co., whose elevator was destroyed, with a \$12,000 loss, including 5,000 bus. of rye, feed and machinery. The cause of the fire is unknown, altho it is believed that hoboes started it. The building in which it started had no wiring.

MILWAUKEE LETTER

Arthur E. Ladish, of Ladish-Stoppenbach Co., and Albert D. Schultz, with Howard A. Barry, Milwaukee, have applied for membership in the Grain & Stock Exchange, and W. A. Lenard, Milwaukee, has been elected a member of the Exchange.

J. L. Bowlus has been re-appointed manager of the Grain & Stock Exchange Transportation Dept.

The Board of directors of the Milwaukee Grain & Stock Exchange has re-appointed Allen A. Breed as chief grain inspector, and M. H. Ladd as chief weigher.

Francis J. Phelan, pres. of the F. J. Phelan Co., grain brokers, died on May 26 at St. Mary's Hospital, where he has been ill for three months. He founded his grain brokerage firm here 25 years ago. He was a member of the Chicago Board of Trade. Mr. Phelan, who was 47 years of age, is survived by his widow.

The Cargill Securities Co., of Minneapolis, has been given a 25-year lease on the Milwaukee Railroad's Elvtr. "E" in exchange for a little over 13 miles of the LaCrosse & South-eastern Railway between Chaseburg and Westby, Wis., which was owned by the Cargill Co. This part of the railroad is parallel to the Milwaukee road, which eliminates competition by its ownership. The Cargill Grain Co. has been operating Elvtr. "E," which has a capacity of 3,400,000 bus.

Fort Worth

is not only the gateway to the principal Gulf ports but is the center of distribution to an enormous consuming district. It is, therefore, the logical market for your grain.

You can't go wrong dealing with any of these Fort Worth Grain and Cotton Exchange Members:

James E. Bennett & Co.

Grains, Stocks, Provisions

Transit Grain & Commiss'n Co.

Consignments, Brokerage

E. M. Rogers Co.

A Real Brokers and Consignment House

Brackett Grain Co.

Strictly Brokerage and Consignments

Rosenbaum Grain Corporation

Futures, Storage, Merchandising

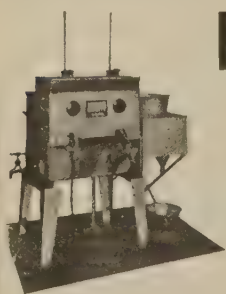
Smith-Ingraham Grain Co.

Domestic and Export Grains, Field Seeds

The Ft. Worth Elv. & Whsg. Co.

Federally Licensed Storage, Consignments

PROFIT



is assured by using correct GRAIN GRADING EQUIPMENT.

Official Brown Duval Moisture Testers
Scales
Sieves—Grain and Seed
Triers
Mixers
Sample Pans
Accessories
Weight Per Bushel Testers
Emerson Dockage Kickers
Tag Heppenstall Moisture Meters.

Why Not
ELECTRIFY

YOUR MOISTURE TESTER?

Our equipment used by the Government Grain Inspection Depts. and thousands of mills and elevators.

SEED TRADE REPORTING BUREAU

325 W. HURON STREET
CHICAGO ILLINOIS

Grain Carriers

The Rock Island grain transit tariff No. 10757-R, giving transit on cotton seed products, was withdrawn before its effective date, May 27.

Dallas, Tex.—The Texas Cottonseed Crushers Ass'n has asked the railroads for a reduction of one-third in rates on cottonseed products.

The Interstate Commerce Commission has denied an application for joint rail and water rates on grain via Kansas City and the federal barge line to New Orleans lower than the all rail rate to Texas ports from the same producing area. Galveston and Houston port interests opposed the application of the barge line on the grounds that the proposed rates would divert much of the Texas export grain traffic thru the port of New Orleans.

The Supreme Court of the United States on May 29 decided in favor of the port of New Orleans, setting aside the order of the Interstate Commerce Commission directing an increase in the rail rate compared with Galveston when the haul was 25 per cent greater than thru Galveston on traffic partly seaborne. Justice Roberts who delivered the opinion said that by the Interstate Commerce Act Congress did not intend to forbid the equalization of export or import rates "by lines serving several ports, in order to meet competition."

Birmingham, Ala.—Birmingham grain interests are opposing an amendment to the Reconstruction Finance Corporation act which would authorize loans to private concerns to build water-rail grain elevators, such loans not now being allowed. The Birmingham Traffic Ass'n, acting in behalf of Birmingham grain dealers, brokers and millers,

has forwarded to the banking and currency committee of the U. S. Senate a protest against the amendment and asking for a hearing. The traffic ass'n in its protest states that the grain interests of Birmingham have suffered because of the low Mississippi River barge rates.—G. H. W.

John J. Rammacher, pres. of the Buffalo Corn Exchange, recently telegraphed the representatives of that district in Congress, a protest against the proposed amendment to the Canadian shipping laws for the purpose of preventing the movement of grain from Buffalo via the St. Lawrence River ports of Montreal, Sorel and Quebec for export unless the grain is carried in a Canadian boat. In retaliation he suggests that United States should not permit the continuation of reimportation from Canada of United States grain for domestic consumption without payment of inbound duty if Canada changes its law relative to export shipments from Buffalo. There is a large amount of such United States grain shipped by water to Georgian bay elevators, stored there indefinitely and later shipped by Canadian railroads into New England for domestic consumption without the payment of duty.

Decisions and New Complaints

Before the Interstate Commerce Commission:

No. 25405, Rea-Patterson Milling Co. v. M. P. By Examiner Paul R. Naefe. Proposes reparation on finding rates, grain and grain products, points in Kansas, Missouri, Colorado, and Nebraska, transited at Coffeyville, Kan., thence forwarded to points in Kansas, Missouri, and Nebraska, inapplicable. Applicable rates were the through rates and no extra out-of-line charges were applicable.

1. and S. No. 3780, grain and products to C. & O. branch lines. By Examiner W. A. Disque. Proposed increased and reduced rates, grain and grain products, points in central territory to branch line destination on the C. & O. in West Virginia and Kentucky, found not justified except where the new rates represented reductions. Cancellation of the suspended schedules and discontinuance of the proceeding proposed.

No. 25476, Union Flouring Mill Co. v. Union Railroad of Oregon. By division 4. Rates, grain, flour and feed, Union, Ore., to St. Louis, Mo., and Seattle, Wash., found applicable, in the factor from Union to Union Junction, Wash. Applicable rate found to have been 2 cents. Reparation awarded. Shipments of flour, from Union to Portland, Ore., not shown to have moved in interstate or foreign commerce.

No. 24412, Willis Norton Co. v. C. R. I. & P. By division 3. Report on further hearing. Amount of reparation due under findings in 179 I. C. C. 632, wherein the Commission found inapplicable rates on wheat from points in Kansas, Colorado and Nebraska, accorded transit at Topeka, Kan., and reforwarded in the form of bran and shorts to points east of the Mississippi River, determined to be \$400.15, with interest.

No. 25112, Pan American Feed Co. v. A. T. & S. F. By Examiner J. P. McGrath. Rates, animal feed, Kansas City, Mo., to destinations in Kansas and Nebraska, proposed to be found unreasonable and unduly prejudicial to the extent they exceeded class E rates which became effective December 3, 1931, minimum 40,000 pounds, but not less than the contemporaneous rates on corn, from and to the same points. Reparation proposed.

No. 24828, Red Star Milling Co. v. A. T. & N. By division 3. Dismissed. Applicable rates, wheat, points in Oklahoma, milled in transit at Wichita, Kan., and the products forwarded to destinations in southern territory south of and including Tennessee and North Carolina; and to New Orleans, La., and Mobile, Ala., for export, not unreasonable. Applicable rates were those under the provisions of defendant's transit tariffs in effect from Wichita.

No. 24038, Rudy-Patrick Seed Co. v. A. T. & S. F., and a sub-number thereunder, J. G. Peppard Seed Co. v. Same. By Examiner Robert M. Furniss. Upon further hearing amounts of reparation due to complainants under the rates on sweetclover seed, carloads, between points in Kansas, Missouri, South Dakota and Nebraska, on the one hand, and points in Iowa, Kansas, and Missouri, on the other, found unreasonable in 181 I. C. C. 571, determined.

No. 25569, Alabama Grocery Co. v. Santa Fe. Examiner Hagerty recommends that the Commission find unreasonable the commodity rates on grain and grain products, originating at and south of the Ohio River crossings, and at the Mississippi River crossing, for shipment to Alabama and Tennessee; also the proportional or reshipping rates maintained from the same points to the same destination territory on like traffic originating north and west of the river

crossings. He recommends new rates and an award of reparation. He said the Commission should find that since May 12, 1927, the applicable local and reshipping rates from Evansville, Ind., to Decatur, Huntsville, and Cullman, Ala., had been unreasonable to the extent that they exceeded those contemporaneously in effect since that date from Evansville to Florence, Ala.

Cut Rates to Compete With Illinois Waterway

Effective June 10 the Rock Island published the following rates to Chicago to meet water competition:

These rates will not apply on interstate shipments and will apply only on Illinois State shipments and on grain reshipped via lake (except as noted below).

Cents Per 100 Pounds		Corn, Oats, Rye, Barley
	Wheat	
*Midlothian	5½	5
*Oak Forest	5½	5
*Tinley Park	5½	5
*Mokena	5½	5½
*New Lenox	5½	5½
Joliet	5½	5½
Bird's	5½	5½
Minooka	6	6
Morris	6	6
Stockdale	6	6
Seneca	6	6
Marseilles	6½	6½
Brickton	6½	6½
Ottawa	6½	6½
Utica	6½	6½

*Lake proportional of 8 cents in effect from stations east of Joliet will be canceled effective June 28.

Following the lead of the Rock Island, the I. C., Wabash, Burlington, Northwestern, Milwaukee, Santa Fe, Alton and Great Western, all of whom have stations in the affected territory, made similar cuts from some 145 stations in Northeastern Illinois, most of them not on the waterway, but lying between Ottawa on the canal and Chicago.

All the foregoing rates are to expire Dec. 31. Traffic men are of the opinion this is only the beginning of a readjustment of rates.

Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5 1/2 x 8 1/2 inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price, \$1.00, f. o. b. Chicago. Wt. 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.25, f. o. b. Chicago. Weight, 21 ozs.

Grain & Feed Journals

Consolidated

332 So. La Salle St. Chicago, Ill.

Cipher Codes

Universal Grain Code: Most complete, up-to-date grain code published. Effects a greater reduction in tolls than any other domestic code. 150 pages, 4 1/2 x 7 inches. Price, leather bound, \$3.00; paper, \$1.00.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

Millers Telegraphic Cipher: (1917) For the milling and flour trades. 77 pages, 3 1/2 x 6 inches. Cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 9th edition revised for provision and grain trades. 145 pages, 4 1/2 x 6 1/2 inches. Cloth bound. \$3.50.

A. B. C. Improved Fifth Edition Code, with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. In English. Price, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million combinations, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. 213 pages. Appendix of 60 pages contains decimal moneys and list of bankers. Private supplement of 68 pages; Ciphers arranged in Terminational Order, 40 pages, contains decimal moneys and list of bankers. 8 1/2 x 10 1/2 inches. Leather back and corners. \$10.00.

Baltimore Export Cable Code: Hinrich's fourth edition, completed especially for export grain trade. 162 pages, 6 1/2 x 9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision): Sixth edition. For use in domestic and export trade. Size 6 x 7 inches, 304 pages. Bound in flexible leather, \$12.50.

Calpack Code (1923) is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6 1/2 x 8 1/2 inches. 850 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN & FEED JOURNALS
CONSOLIDATED

332 So. La Salle Street CHICAGO, ILL.

Field Seeds

Fairfield, Ia.—The Alexander Seed Co. recently suffered small loss by fire.

Shenandoah, Ia.—The receivership suit against the Henry Field Seed Co. has been withdrawn.

New York, N. Y.—The Radway-McCullough Seeds, Inc., has moved into its new warehouse near the Brooklyn bridge.

Shenandoah, Ia.—The May Seed Co. recently suffered loss when fire destroyed its produce building containing poultry, eggs and feed.

Pekin, Ill.—The Sommer Bros. Seed Co. will hold its annual "Sommer Reunion" June 21 at Burlington, Ia., with about 100 persons expected to be present.

Blackfoot, Ida.—A warehouse will be erected here in addition to the building leased by the Filer Seed Co., which is moving equipment here from Salt Lake City, Utah.

Ottumwa, Ia.—The North American Seed Store will be closed by the proprietor, Lawrence Garner, who will go elsewhere to engage in other business. For 20 years he has conducted the business as the North American Seed Co.

Montgomery, Ala.—The State Department of Agriculture has been active in preventing sale of misbranded seeds, during the past 6 months having suspended the sale of 2,714 bags of farm seed. Nine suits are now pending in the federal courts against shippers of seed into Alabama, and a dozen other cases are under investigation.

Wausau, Wis.—Leroy M. Duncan, for 10 years engaged in the seed business, died May 31 after 10 weeks' illness of septicaemia, aged 61 years. His business experience began as a telegrapher for the Northwestern Railroad, after which he was for a time in the harness business. He was active in the local chapter of the Izaak Walton League of America, and was a member of the board of education. He is survived by the widow, a son, Leroy, and two brothers.

Detroit, Mich.—Kirby B. White, vice-pres. of the Ferry-Morse Seed Co., died at Farmington, Mich., May 29, of heart trouble, which had confined him to his home since October. He was born at Appleton, Wis., in 1875, and after attending Lawrence College there engaged in the seed business at San Francisco, Cal., with his uncle, E. J. Bowen, in 1894. For 26 years since his removal to Detroit in 1897 he has been active in the firm of D. M. Ferry & Co. and its successor, having served as sec'y, general manager, director as well as vice-pres. Twice was he honored by election to the office of pres. of the American Seed Trade Ass'n. He was a trustee of the First Congregational Church and of Lawrence College. He was highly esteemed not only by his business associates but by a nation-wide circle of friends.

Directory

Grass and Field Seed Dealers

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

WAMEGO, KAN.

Wamego Seed & Elev. Co., alfalfa & seed corn.

Fargo, N. D.—The officers of the State Seed Department have this season dealt with over five hundred commercial seed and grain dealers, as well as potato dealers in North Dakota in order to co-operate with them and provide the necessary guidance to bring about a clean seed marketing situation. Recently, for example, we had to check against a dealer who was selling timothy seed carrying over one thousand quack grass seeds to the pound. Several of our corn dealers usually try to pick up promiscuous lots of ordinary crib corn and try to sell it at a rather respectable price, representing it as properly cured seed corn. We even find much of this corn being advertised from 20 to 30 per cent higher in germination than it is entitled to have. A common tendency among our durum traders is to represent durum seed as being of No. 1 amber durum quality, regardless of how much spring wheat admixture it contains. We actually find dealers representing No. 1 amber quality when the durum is carrying from 7 to 18 per cent of common spring wheat.—E. M. Gillig, Commissioner.

Iowa Seed Dealers Meet

The annual meeting of the Iowa Seed Dealers Ass'n was held at the Hotel Savery, Des Moines, Ia., June 6.

E. C. Clark, Des Moines, presided at the morning business session. About thirty were present.

The afternoon session was given over to discussion of the problems of the seedsmen and E. L. Redfern of the Iowa Department of Agriculture gave an interesting talk on seed legislation. V. H. Porter of the botany department of the Iowa State College at Ames and in general charge of the seed analytic work there gave an interesting talk on the quality of seeds received in his department, also told of several improvements in the laboratory handling this work.

The following officers were elected for the ensuing year: Berkley Michael, Sioux City, pres.; Frank Kurtzweil, Des Moines, vice-pres.; Henry Kling, Cedar Rapids, sec'y; J. T. Hofer, Nora Springs, treas.

Annual Meeting of Pacific States Seedsmen

The Pacific States Seedsmen's Ass'n held its 8th annual convention at Eureka, Cal., June 1 and 2 with a good attendance.

PRES. RAY W. GILL in his opening address analyzed the agricultural adjustment act and recommended continued support to the state seed councils and the Garden Bureau and that the annual convention should give more attention to group meetings.

A resolution was adopted expressing profound regret at the passing of Kirby White and tendering the heartfelt sympathy of the Ass'n to the bereaved family.

Officers elected for the ensuing year are: L. W. Wheeler, Gilroy, Cal., pres.; H. O. White, Salem, Ore., vice-pres.; John O. Knox, Stockton, re-elected sec'y and treas. Directors, Ray W. Gill, Portland, Ore.; Harry Voorhies, San Francisco; E. F. Burlingham, Forest Grove, Ore., and Manfred Meyberg, Los Angeles, Cal.

"The fatal weakness of a bureaucratic system of government is that it inevitably becomes either corrupt or prodigal in the expenditure of public funds."

Large Gathering Expected at A. S. T. A. Meeting

The American Seed Trade Ass'n has arranged an attractive program for its annual meeting at the Hotel Sherman, Chicago, Ill., June 27, 28 and 29.

Pres. E. T. Robinson will call the first session to order at 10 a. m., after which the roll will be called and com'te reports presented.

In the afternoon group meetings will be held for the Commission Box, Wholesale Merchandisers and Mail Order Firms.

Tuesday at 9 a. m. a meeting of the U. S. Seed Verification Service will be held.

Wednesday morning will be an executive session, but at 11 a. m. the meeting will be thrown open to all.

Venting Dust Explosions

By HYLTON R. BROWN and RICHARD L. HANSON of U. S. Bureau of Chemistry and Soils.

Where fine dust is used, explosions tend to be sharp and of short duration. When grain dust, which in addition to fines contains a considerable quantity of chaff (all passed through a 30-mesh screen, 85% through 40 mesh, and 31% through 100 mesh) is exploded, the shot is positive, but lower in pressure, of longer duration, and with more flame. This is due to the fact that while the fine portion furnishes the ignition, the chaff feeds the flame to prolong the flash and help carry the fire to remote portions of plant or structure.

With grain dust sixty-six explosions were produced, with different arrangements of the vent openings. The amount of vent opening in the room was gradually reduced to the point at which breakage of glass occurred. Based on the results obtained and drawing conclusions from the fact that in a number of cases pressures were as high as 250 pounds per square foot when the vent openings had an area of 1.55 square feet (pressures exceeding 300 pounds were recorded with openings of 1.1 square feet) it is recommended that for satisfactory venting of grain dust explosions in cube shaped or approximately square rooms of small size, 1.25 sq. ft. of vent be provided for each 100 cu. ft. of volume.

When the tests were extended to include the gallery and tower, the results indicated very definitely that the shape of the room is an important factor to consider in determining the amount and the location of the vents required to release explosion pressures without structural damage. It was found, for instance, that an explosion propagating through the gallery, which is $2\frac{1}{2} \times 2\frac{1}{2} \times 20$ feet, produced a gun barrel effect with rapidly increasing pressures. Glass along the side of the gallery would be broken before these pressures could be released through openings at the end of the gallery of the size recommended for cube-shaped rooms.

A few shots in the tower indicated that the same conditions met in long narrow galleries also existed in deep, small-diameter bins, and venting at the top only, in the ratio recommended for rooms, would not be satisfactory.

These preliminary tests showed the need for further tests to determine the effect of location or distribution of vents.

Effect of Location and Distribution of Vents.—In the room tests with the ignition at the center and the vents centrally located in each panel, very little could be done in the way of studying the effect of location and distribution of vents. There was an indication, however, that one or two larger vents were more effective than several smaller ones totaling the same vent area—this probably being due to the resistance offered to flow through small openings.

The effect of location and distribution of vents was most successfully studied in the gallery tests. In these tests the gallery was used as a closed unit.

Vents of 2 sq. ft. at the opposite end from the ignition are inadequate protection, although they more than conform to the total vent required for a cubical structure. Conversely, $\frac{1}{2}$ -sq. ft. vent provided all the vent necessary to prevent the breakage of glass. Here the vent

[Concluded on page 419.]

CRABBS REYNOLDS TAYLOR CO.

CRAWFORDSVILLE, IND.

GRAIN

Clover and Timothy Seeds

GET IN TOUCH WITH US

Supply Trade

Westfield, N. J.—Sprout, Waldron & Co. have moved their New York office to this city. David E. Smith is district manager.

Kansas City, Mo.—A. C. Nelsen, for many years northwestern representative of the Chase Bag Co., has been appointed manager of the company's plant in this city.

Pueblo, Colo.—R. F. Lamar & Co. have started the manufacture of the pneumatic seed and grain elevator leg invented by Henry D. Clute of the Jerome B. Rice Seed Co.'s Rocky Ford branch.

Indianapolis, Ind.—L. J. McMillin has been granted a decree against the Sidney Grain Machinery Co., holding his patent valid on wagon and truck dumps and that defendants have no rights whatsoever in or to said patent No. 1,774,182 granted Aug. 26, 1930; and that the trade-mark "McMillin" is the sole property of plaintiff.

Westerville, O.—The Universal Seed & Grain Cleaner Co., Inc., has been organized with Geo. H. Myers, pres.; Chas. E. Howe, vice-pres.; A. A. Griffith, sec'y; Wilbur Jaycox, treas., and H. T. Hance, manager. These men, together with H. P. Sammonds, constitute the board of directors. The company will manufacture the Vac-A-Way Seed and Grain Cleaner, having secured the rights from the inventor, J. H. Penny.

Lockport, N. Y.—William Richmond, founder of the Richmond Mfg. Co., died May 26. Mr. Richmond came to the U. S. from England in 1863, and for many years worked in mills in New York. In 1868 he joined his uncle who was engaged in the manufacture of bran dusters and grain cleaning machinery. Upon the death of his uncle he continued the business, and in 1881 organized the Richmond Mfg. Co. He was the company's first president, and continued in that capacity until retirement some years ago.

Audubon, N. J.—The entire business and assets of the Audubon Wire Cloth Co., Inc., wire cloth and wire products manufacturers, were acquired by the Manganese Steel Forge Co., of Philadelphia, Pa., on May 1. The business will be conducted by the Audubon Wire Cloth Corporation, a new organization and wholly owned subsidiary of the Manganese Steel Forge Co. The heavy wire cloth and wire drawing departments of the Manganese Steel Forge Co. will augment the Audubon Wire Cloth Corporation's facilities. A comprehensive plan of modernization and expansion is already under way involving considerable new equipment.

Schenectady, N. Y.—All standard lines of G. E. synchronous motor control have been superseded by new lines incorporating new and important features. Included in this control equipment are relays for automatically applying and removing field excitation and for protecting the stator and amortisseur windings under all operating conditions. For automatically applying field excitation when the motor reaches a predetermined speed near synchronism, a new relay known as the slip-frequency field-application relay is provided. The coil of this relay is connected across a section of the field discharge resistor with a half-wave copper oxide rectifier in series with it. During the starting period, induced field current of slip-frequency flows thru the discharge resistor so that half-waves of slip-frequency current flow thru the relay coil causing the relay to pick up and open its normally closed contacts. This relay has a short time delay drop-out which holds the contacts open during the period of acceleration. When the motor reaches a predetermined speed near synchronism, the time interval between half-waves of current is sufficient to allow the relay to drop out and apply field.

An investment in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

Chicago, Ill.—S. T. Edwards has been named general sales manager of the Flakall Corporation, recently organized with \$500,000 capital stock to exploit a feed flaking process and machine developed by business men of Beloit, Wis., including the following officers of the company: H. W. Adams, pres.; E. E. Berry, sec'y-treas.; Arthur B. Adams, Clair Mathews, Clarence J. Schwabke and S. A. Oscar, directors. Mr. Edwards is vice-pres. and a director.

Venting Dust Explosions

[Continued from page 418]

was much less than that required in a cubical structure of similar volume. This vent, being so close to the ignition source, dissipated the pressure rapidly and permitted a very slow propagation toward the closed end of the gallery. This type of protection can not be advised because the exact point of ignition in an industrial plant explosion is not predetermined but it does show how much more effective the vent becomes when it is located close to the ignition source.

This advantage of using distributed vents is still further emphasized in a comparison of several explosions of starch dust. With 3.25 sq. ft. of vent evenly distributed throughout the length of the gallery an explosion of starch dust ignited by a flash from the room produced a pressure of 155 pounds per sq. ft. With 4 sq. ft. of vent distributed in the half of the gallery remote from the source of ignition an average pressure of 470 pounds per sq. ft. was recorded. When all vents along the gallery were closed and the end left entirely open to provide 6.25 sq. ft. of vent, large amounts of glass were broken and pressures exceeding the manometer scale, but estimated to be as high as 1,500 pounds per sq. ft. were produced.

If any elongated structure is to be protected against dust explosions, whether it be tower, gallery or L-shaped building, the building should be sectioned or zoned into cubical units. The vents may then be applied for each of these units at the limits of the unit itself. That is, vents should be in the amount recommended for the particular dust, and for the volume of the cubical unit and should be located in the roof or outer wall enclosing the cubical unit or zone being protected. From this it may be seen that when a dust hazard is located in the center of a building between floors where the distance to an outer wall exceeds the height of the ceiling, venting is difficult and complicated.

The results obtained in this series of tests were as follows:

Explosions of grain dust ignited by a coil in the gallery produced an average pressure of about 180 pounds per square foot, when 3 sq. ft. of vent was provided. Under the same conditions, except that the ignition was produced by a flash from a primary explosion in the adjoining room, the average pressure was about 280 pounds, and in one case glass was broken. With grain dust ignited by the coil in the gallery a pressure of 235 pounds per square foot was recorded, with 2.4 sq. ft. of vent. With the same vents, when the dust cloud was ignited by a flash from the room, the pressures averaged more than 400 pounds, and in one case glass was broken.

When the vent in the gallery was reduced to 2.25 sq. ft., an explosion of grain dust ignited by a coil in the gallery produced a pressure of 400 pounds per sq. ft. With the same amount of vent and a similar dust cloud ignited by a flash from an explosion in the room, the pressure was 475 pounds, and two windows were broken.

Starch produced even more definite results, showing the difference between small and large ignition sources.

With 4 sq. ft. of vent, an explosion of starch dust ignited by a coil in the gallery produced a pressure of 270 pounds per sq. ft. With the same amount of vent and similar dust clouds ignited by a flash from an explosion in the room, an average pressure of about 470 pounds was recorded.

The series of dust explosion venting studies originally planned have not been completed and only two dusts have been used to any extent, but it is felt that the results obtained and reported in this article are sufficiently definite to indicate that:

It is possible to vent dust explosions without structural damage.

Fixed glass offers too much resistance to permit dependence upon it alone for the release of explosion pressures without structural damage.

Many types of venting equipment, hinged doors, windows, and panels may be satisfactorily used to release explosion pressures provided sufficient venting area is provided.

Vents near the source of ignition are more effective than those located some distance away.

The venting area required varies for different dusts.

Secondary explosions are more difficult to vent than primary explosions.

A definite reduction in pressure results as the venting area is increased.

Pressures may be released by lowering the resistance of fixed glass by means of outside glazing or by scoring.—*Quarterly Magazine of National Fire Protection Ass'n.*

We are now about to embrace a policy that apparently is predicated upon a theory which to its logical conclusion is that the less we produce the more prosperous, happy and well fed we shall be.—Excerpt from address by B. W. Snow at Crawfordsville, Ind.



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GRAIN DRYING

Send for your copy of the most complete and authoritative grain drying catalog ever published. It contains new information in convenient form and should be in the hands of all elevator and mill owners, engineers and contractors. Your library is not complete without a copy.

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Toledo, Ohio, U. S. A.

Feedstuffs

Rushville, Ind.—In the first 16 days of May we did as much feed business as during the entire month of May in 1932.—Fred Bell, Rush Service Co.

Malta, Mont.—Work has started on the construction of an alfalfa cleaning plant and storage warehouse for the Philips County Alfalfa Seed Growers, to cost about \$1,500.

Indianapolis, Ind.—The Associated Retailers of Indiana is being organized for those in every line of retail business to protect their interests in tax legislation and give consideration to other common problems.

Kansas City, Mo.—The volume of future trading in bran and shorts on the Board of Trade during May was 23,350 tons, a new high record, and nearly 40 cars per day. Practically all branches of the feed trade made use of the market.

Madison Lake, Minn.—This has been the best season for the local hatchery since he started four years ago. He just cannot supply the demand for chicks. But the feed dealers have sold less feed during the same time. Farmers are raising their chicks almost entirely on feed grown right on the farm. I doubt if they have as good results as when feeding better feed.—E. W. Eaton.

Minneapolis, Minn.—At the quarterly meeting of the directors of the Northwest Feed Dealers Ass'n May 15 action was taken to incorporate the Ass'n. R. B. Wilhelm of St. Cloud was elected a director to succeed Jacob Volt, who had resigned. Sec'y Hamilton was instructed to write a strong letter to all representatives in Congress protesting against continuance of the county agent system.

Sioux City, Ia.—Infertile eggs keep better in storage so it is more profitable for poultrymen and buyers of eggs to keep the roosters away from the laying hens. Accordingly as an inducement toward better farming the produce houses of Sioux City have designated Fridays and Saturdays as "rooster days" when a premium of one cent per pound will be paid for roosters brought in. By thus culling the roosters out of the flocks no loss in egg production occurs.

Seattle, Wash.—The effect of the new motor code, Chap. 166, Laws of 1933, now effective, is to bring anyone hauling hay direct to a dairyman for a hauling charge under the contract hauler or the for hire carrier sections of the code, and therefore subject to tax and to regulation. On the other hand, anyone dealing in hay, except only a producer handling his own hay, and selling it from truck, comes under Chapter 67, Laws of 1933, as a commission merchant, subject to license and bonding. Exempt from both laws are legitimate dealers, who buy and sell through a regularly established retail outlet.—Floyd Oles, manager Feed Dealers Ass'n of Washington.

The trade practice com'te of the Feed Dealers Ass'n of Washington, as recently

appointed, consists of Chairman, Ralph Johnstone, Geo. R. Thompson; representing affiliated members, E. L. Olwell; representing hay dealers, A. M. Hathaway; representing feed dealers, Frank Burlingham, A. L. Callow, M. Clagett, R. J. Stretch, A. H. Watkins; representing country mills, C. E. Blackwell, Hugh Clark, Charles England, John Gould, A. M. Hathaway, Fred Holm; representing terminal mills, W. S. Allen, H. V. Jackson, W. P. Kyle, W. H. Lilly, W. C. Theda; representing fertilizer industry, W. H. Lilly, M. C. Taylor; representing seed industry, W. H. Lilly. A meeting of the com'te was held June 2 at Seattle.

The Wood Charcoal Research Buro, Jacksonville, Fla., does not boost the product of any one manufacturer nor specify certain brands. The charcoal recommended is the kind made from clean, solid wood, charred in airtight steel ovens or retorts, at very high temperatures—and which has been held at such temperatures long enough to remove all possible volatile matter. When such heating is finished the charcoal must be cooled from practically red heat to air temperature without the use of any water whatever. This same wood charcoal, scientifically made, may be bought in 50 lb. bags at just about the same price or a few cents more per bag, than is asked for grades not desirable for feeding. At any rate, the poultryman is more interested in protecting his birds than in furnishing an outlet for some other fellow's refuse.

New Orleans, La.—At the convention of the National Cottonseed Products Ass'n May 15 and 16 the following officers were elected for the ensuing year: Pres., J. Ross Richardson, Houston, Tex.; vice pres., T. H. Gregory; exec. vice pres., E. S. Haines; sec'y and ass't treas., S. M. Harmon; treas., G. H. Bennett, all of Memphis, Tenn.; general counsel, Christie Benet, Columbia, S. C., and research fellow, Henry Stevens, Washington, D. C.; directors: T. J. Kidd, Birmingham, Ala.; P. F. Cleaver, Little Rock, Ark.; P. D. McCarley, Atlanta, Ga.; G. O. Flaitz, Shreveport, La.; G. W. Covington, Hazelhurst, Miss.; J. I. Morgan, Farmville, N. C.; A. L. Durand, Hobart, Okla.; J. J. Lawton, Hartsville, S. C.; E. E. Clarke, Memphis, Tenn.; P. J. Lemm, Brenham, Tex.; S. W. Wilber, Paris, Tex.; Henry Wunderlich, Austin, Tex.; W. F. Pendleton, Dallas, Tex.; Stanley R. Pratt, Fresno, Calif.; Wright Youtsey, Cincinnati; O. E. Jones, Chicago, Ill.; T. O. Asbury, New Orleans, La.; J. R. Richardson, Houston, Tex.; T. H. Gregory, Memphis, Tenn.

Harrisburg, Pa.—In the annual feed-stuffs report for 1932 it is stated by Jas. W. Kellogg, director and chief chemist, Pennsylvania Dept. of Agriculture, that during the year 1,065 samples were submitted by special agents. The 997 official samples were analyzed for protein, fat and fiber and they represented 966 guaranteed shipments. Of this number 101, or 10.1 per cent, were deficient in protein or fat or both and contained fiber in excess of the tolerances provided for by the law. Of those which failed to meet guaranties only 5, or 0.5 per cent, were deficient in protein, 64, or 6.4 per cent, were deficient in fat and 39, or 4.0 per cent, exceeded guaranties for fiber. Of the total samples and brands represented more than one-half, or 513 samples and 413 brands, were proprietary mixed feeds. The proportion of deficiencies in these mixed feeds was low, the guaranties being well sustained. The largest number of deficiencies was in the case of the dairy feeds in which there were

15 samples deficient in fat and 10 contained excessive fiber. With only a few exceptions the by-products feeds were correctly guaranteed and found to be "as certified." Of the proprietary mixed feeds there were 39 of the dairy feeds, 10 of the horse and mule feeds, 10 of the swine feeds, 6 of the poultry scratch feeds, 28 of the poultry mash feeds and 2 of the small animal feeds, or a total of 95, which were not found to be "as certified," compared with claimed compositions.

Oregon Feed Dealers Hold Big Meeting

One of the best attended conventions in recent years was that of the Oregon Feed Dealers Ass'n held May 18 at the Oregon State College, Corvallis, Ore.

H. J. ELLIOT called the meeting to order.

WM. RUSSELL presented the report of the hay com'te recommending inspection at Kenton, Hood River and Sandy.

MICHAEL SHROCK outlined the sales tax.

LEON S. JACKSON reviewed legislative activities during the year.

FLOYD OLES acted as toastmaster at the luncheon.

PAUL MARIS undertook a defense of the activities of county agents, but many of the dealers present disapproved of their commercial ventures.

Professors on the university staff spoke on poultry feeding and poultry diseases, seeds and forage crops.

Cottonseed Inquiry Concluded

The Federal Trade Commission on May 19 made its final report to the Senate on its investigation of the cottonseed industry.

The Commission announces that it has rescinded its former approval and acceptance of the trade practice conference rules of the cottonseed industry and has ordered complaints to issue in accordance with the provisions of the Federal Trade Commission act.

The Commission concludes that "the trade practice conference rules widely used by the industry have been abused both individually by members of the industry and co-operatively thru trade ass'n activities." That various divisions of the National Cottonseed Products Ass'n "added to and subtracted from the rules by adopting so-called 'interpretations' of them. Several individual mill operators and their employees at times misrepresented the meaning and purpose of the rules in their dealings with seed sellers. These things contributed to the effectiveness of the association's price uniformity plan and of its supplemental practices which the Commission has reason to believe were in undue restraint of competition."

What a distracting existence for the old lady at the Federal Trade Comm'n's headquarters. Those bad boys in the cottonseed trade should be soundly spanked, but why punish all others by rescinding the helpful trade practice rules?

False friends of the American farmer daily are being exposed. One of the most false—surely in results and possibly in intent—was the Federal Farm Board and those who clung to its skirts in the great fiasco of attempted grain price stabilization. — The Wichita Beacon.

The Chinese government has been granted a loan of \$50,000,000 for the purchase of United States wheat and cotton by the R. F. C. It is expected to cover the cost of 11,000,000 bus. of wheat and 900,000 bales of cotton at the market price at the time of purchase and shipment. A lien will be retained thru warehouse receipts, and when taken from warehouses 10 per cent will be paid in cash, 15 per cent additional within 90 days and the balance of 75 per cent over a period of three years.

Feed Future Prices

The following table shows the closing bid price each week in dollars per ton of standard bran and gray shorts for September delivery:

	St. Louis		Kansas City	
	Bran	Shorts	Bran	Shorts
May 13.....	12.70	15.10	10.80	13.70
May 20.....	11.40	14.10	9.65	12.75
May 27.....	11.60	14.65	9.90	12.75
June 3.....	11.35	14.45	9.50	12.75
June 10.....	12.00	15.45	10.55	14.25

Poultry Feeds and Feeding

Fiber Not Harmful to Chicks

At the Oklahoma Exp. Sta. six lots of chicks were fed rations varying in fiber content from 3 to 10 per cent. The averages of two years' work showed little difference in the coefficients of digestibility of the various nutrients for the different lots. Even the 10 per cent level of fiber did not materially depress the digestibility of the other nutrients. The rate of growth and feed consumption were practically the same in all lots up to 21 weeks of age. While mortality varied among the lots, there was no correlation between this factor and the amount of fiber in the ration. The average age of maturity and the average egg production per hen was not affected by the percentage of fiber in the ration.

These results indicate that the amount of fiber in the chick ration can be increased to as much as 8 to 9 per cent without harmful effect on chick mortality, rate of growth, feed consumption, age of maturity, or egg production.

Iodine for Poultry

Eggs laid by two flocks, one receiving iodine daily, and the other none, were an interesting exhibit at the Institute of American Poultry Industries, Chicago, April 25 to 27.

The eggs were from two farms in Michigan, both groups receiving the same feed and general care, the only difference being that one group received in addition .075 grains of potassium iodide daily.

Eggs from hens receiving the potassium iodide ration had only 24.08% watery white, whereas the eggs from birds receiving no iodine had 33.8% watery white. When graded, the eggs from one of the farms showed 96% first grade from the hens receiving iodine, and 52% first grade from the hens not receiving iodine. The eggs from the second farm, upon candling, showed 100% first grade eggs from hens receiving iodine, and only 10% first grade eggs from hens not receiving iodine.

Aside from other claims made as to the beneficial results obtained by feeding iodine to poultry, it is felt that the few cents represented in the cost of adding potassium iodide to the ration are more than offset by the extra returns from quality eggs.

In these days of differences of views as to the proper amount of iodine that should be fed to livestock, it is interesting to note that a daily intake of .075 grains potassium iodide daily, by poultry, has produced such an outstanding difference in the physical aspects of the egg. While a slightly lesser amount of iodine may eventually be found to be sufficient, with our present knowledge of the subject, it would be well to be guided by the results that have thus been obtained.

Rumors that the Administration at Washington looked with disfavor on the advances in the commodity markets has been denied by Sec'y Wallace. The speed with which false information grows and travels is amazing.

"Pheasant Breeding Manual" is a valuable booklet distributed free of charge by the More Game Birds in America Foundation, 500 Fifth Av., New York, N. Y. The 54 pages are embellished with illustrations. Rapidly changing conditions, leading to elimination of native game birds in many states, make it necessary to seek substitutes capable of maintaining themselves. It has been demonstrated that the ringneck pheasant is outstanding in its ability to cope with the changed character of American areas. Another new game bird appearing in the country is the melanistic or "dark" pheasant. Both birds offer opportunities for pleasure or profit to sportsmen and farmers, according to the 1933 edition of the Pheasant Breeding Manual.

Vitamin Content of Alfalfa Hay

Field curing and artificial curing of alfalfa hay were compared to determine the vitamin A and vitamin E content at the Nebraska Station by I. L. Hathaway, H. P. Davis and R. R. Graves.

Field cured hay was cocked after lying in the field for about 8 hours and allowed to cure for about 8 days in the field. The artificially cured hay was hauled to a drier as soon after cutting as possible. The field cured hay was olive green and the artificially cured hay dark green. Rats were used as experimental animals.

The artificially cured hay was twice as potent in vitamin A as the field cured hay. Artificial curing tended to preserve the vitamin E content of the hay to a greater degree than did field curing, as reported in Nebraska Sta. Res. Bul. 62.

Cocoanut Meal in Dairy Feed

New York state dairymen feed about 15,000 tons of cocoanut meal, a by-product of the soap industry, to their dairy cows annually, according to G. W. Salisbury of the New York state college of agriculture. The cocoanut meal is equal to the more common corn gluten feed as a source of protein, he says, and tends to make a firm butter that withstands shipping. Another quality credited to cocoanut meal, of raising the butterfat test when fed to cows, is debated by scientists.

German farmers feed cocoanut meal to horses, sheep, swine and dairy cattle. German dairymen believe the meal raises the butterfat test of their cows' milk. The feed is highly prized by Danish dairymen who say the feed raises the butterfat test. They also say the feed tends to produce butter with good keeping and shipping quality.

Massachusetts, California and Texas agricultural experiment stations found that the meal raised the fat test of the milk. These trials, he points out, were of short duration. The Ohio experiment station then ran a test during the winter feeding period and found that the meal did not raise the test but concluded that it was a good quality protein feed. However, he says, many feeders of test cows add a pound or so of cocoanut meal to the ration to raise the fat test.

Draft New Food and Drugs Law

The Senate Com'te on Agriculture and Forestry has received from the Sec'y of Agriculture his draft of a proposed new food and drugs law.

Sections give the government censorship over advertising of foods, power to require informative labels, and to establish food standards.

Triple XXX Alfalfa Meal

Use more of it—it's healthful



THE DENVER ALFALFA
MILLING & PRODUCTS CO.
Merchants Exchange ST. LOUIS LAMAR, COLO.

Practical Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

Mr. Hurd, from his experience both as a poultry farmer and college instructor, has revised the text and pictures throughout. The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

This book is printed on enamel book paper from large type and well bound in cloth. Its 480 pages divided into 23 chapters and illustrated by over 200 engravings, teems with helpful, practical information. Price \$2.50 f.o.b. Chicago; shipping weight two pounds.

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YEAST Increases Feed Sales For Elevators in 37 States...

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"OUR sales have shown a steady gain since we began to mix yeast in our feeds," writes a progressive Illinois elevator operator. "Almost every day," says a New Jersey manufacturer, "some customer tells us about the excellent results he is getting with our yeast-supplemented feeds. In the last six months the number of customers on our books has practically doubled."

Breeders who try out yeast feeds quickly notice the difference in feeding results. Their birds and stock grow faster,

are more fertile and have greater resistance to disease. Egg production and size of eggs are increased and period of production prolonged.

The whole yeast story is told in a very interesting booklet called "Solving the Feeding Problem." Write for a copy today. It will show you why yeast in your feeds will help you get and hold hundreds of new customers. Northwestern Yeast Company, Department X, 1750 North Ashland Avenue, Chicago, Illinois.

Feed Manufacturers Optimistic

Optimism was the keynote of the silver anniversary convention of the American Feed Manufacturers Ass'n at French Lick, Ind., June 1st.

Where an attendance of 75 to 100 had been expected, due to adverse business conditions, 158 registered. A larger balance of \$2,506.17 on hand June 1 was reported by Treas. W. R. Anderson, against \$1,447.91 a year ago. The fundamental factor contributing to the manifest good cheer was the rising prices of feeds, which if continued will bring back the fullest measure of prosperity to the manufacturer of high grade mixed feeds whose products can be marketed only when the sale price is high enough to bear a transportation charge enabling them to compete with local raw material.

Enthusiasm was not diminished by the fact that the farm relief law exempted grinders of feeds from processing taxes; and that the industry recovery act would help in complete organization of the feed industry.

PRES. H. A. ABBOTT of Chicago opened the first session Thursday morning in the French Lick Springs Hotel with his annual address, from which we take the following:

Pres. H. A. Abbott's Address

As president of the American Feed Manufacturers' Ass'n it affords me pleasure not only to welcome you to our annual convention, but to what is more important, our Silver Anniversary. It is, therefore, particularly fitting upon such an auspicious occasion, representing as it does a quarter of a century of fellowship and co-operation on the part of individuals engaged in a common endeavor of business livelihood, to congratulate you, its membership, for your loyal support and unswerving confidence and trust in one another and in your official representation during these many years of intense rivalry and trade competition.

One fortunate circumstance which has been prevalent during the existence of our Ass'n is the spirit of friendly helpfulness toward the commercial mixed feed industry on the part of the American Feed Control officials. While we may have our differences of opinion, yet broadly speaking, the splendid co-operation offered by their Association and opportunity of closer friendly relationship has been an excellent thing for our industry.

Your Ass'n is fortunate in having as Chairman of your Executive Committee Mr. William Suits, a gentleman of staunch character and stability, one who at all times has shown unquestioned loyalty in the interest of the commercial mixed feed industry.

Our genial and efficient secretary, Mr. Louis F. Brown, as usual has conducted his official duties with credit to himself and his Ass'n.

Our Traffic Division, administered by Mr. Ralph M. Field, has maintained its reputation for alertness in all traffic matters.

Interchange of Credit Information.—At our last annual meeting a special com'te was nominated to study the needs of certain interchange of credit information. This com'te succeeded in perfecting an independent incorporated body whose activities have been set up with the co-operation of your secretary and have since functioned for the benefit of those desiring to work with one another for the said interchange of credit information. This presumably is not for the encouragement of credit extension, but on the contrary should serve to limit certain of those expanding tendencies and diminish the hazard involved in instances where it has been found desirable and necessary to assist with credit facilities.

The Feed Merchandising Council, while not directly sponsored by the Ass'n, has operated in conjunction with our membership as well as others desirous of co-operating with the com'te.

Already the agricultural commodity markets have begun to respond to natural forces of supply and demand. It is, therefore, with considerable satisfaction we anticipate further constructive advances in the price level which will materially aid the producer and in due course result in a greater purchasing power from this all important unit of our American life.

Chicago, with its marvelous Century of Progress exposition, is offering to the general public a most wonderful opportunity to view and study present-day industrial, scientific and educational exhibits.

The dairy industry is privileged to be represented by a special building provided thru the activities of the National Dairy Council and

should prove a most important opportunity of contact between the dairy industry and the public to more thoroughly impress them with its importance and magnitude.

Fortunately, the poultry industry will be represented through the National Poultry Council, principally by reason of the energy and enthusiasm of Mr. Harvey C. Wood, who is in charge of the extensive egg laying contest to be conducted within the grounds during the period of the Exposition. Equipment for use during the contest has been donated by interested organizations. Besides the group of approximately 70 double poultry laying houses of modern construction, there will be special exhibit pens of fancy birds, game birds, and separate buildings especially for incubator hatching and egg grading, and for battery brooding of chicks and battery equipment for laying hens.

The Batch Mixers.—Mixed feed operations are not confined to the larger units of manufacturing but are imitated by virtually thousands of small so-called batch mixers. This widespread competition growing each year has undoubtedly given tremendous impetus to the principle of mixed feed blending, some of which undoubtedly has been in the interest of sound development, while much of it is of indiscriminate and haphazard makeshift. The ultimate success of this venture will be determined by individual efficiency based upon a true knowledge of feed values, and the financial and manufacturing facilities capable of being properly co-ordinated. Much of it also has been made possible by local surplus raw material production and extremely low market commodity values.

This reaction upon the well equipped, large unit mixer has been magnified by the general business depression, so any constructive improvement in general business and its resultant influence upon the agricultural situation should quickly find a reflection thru increased demand of reliable commercial mixed feeds for varied uses in feeding of livestock and poultry either as a complete ration or to fortify home grown grains with suitably blended supplementary concentrate mixtures. There is undoubtedly hope in the horizon, and we must look forward to a healthy reawakening of general commercial activity.

Can we question our ability as feed merchandisers to meet changing market conditions? It may be difficult at first contemplation, but as alert thinking men we can and must assemble our resources and ingenuity and bridge the gap with new and constructive ideas, not letting the temporary shift of trade obstruct our permanent progress. It is being accomplished and will gain momentum to the extent of our service and facilities being placed at the disposal of our customers.

Socialism in its broader aspects has come to stay, but I doubt if these American people are willing to forego these many generations of commercial development to lapse into complete political socialization of national life with the prospect of entire elimination of inventive genius or the reward of intelligent effort which is sure to result.

The law of gravitation does not permit of any permanent supremacy for the indolent. Our success must lie with untiring effort toward sound economic achievement and a rekindling of the fires of industry, and to put and to keep at work those willing and anxious to serve and co-operate for the constructive advancement of all.

National dictatorship is new to American industry, and to what extent it succeeds in bringing order from chaos and injecting an energizing force into the nation's business will depend very largely upon rules set up for enforcement and the co-operative spirit of all directly affected.

Your ass'n stands ready to offer its fullest co-operation to the national administration and earnestly hopes to be permitted to render its facilities to aid in the smooth execution of any and all remedial and restrictive regulations.

W. E. SUITS, Chicago, chairman of the executive com'te, quoted a Department of Agriculture publication explaining the anomaly of farmers keeping more cows altho dairy products are so cheap, and why they feed more home grown grain. He said:

Since the commercial mixed feed business was developed it has never endured a long period of depression equal to that which prevailed during 1931 and 1932. This depression, of course, was due to the reduced purchasing power and lowered standard of living of our people. The Federal Government is energetic in trying to find a market for our excess pork and lard as well as other surplus agricultural products. We have reduced our exchange so that foreigners can pay for these commodities in cheaper dollars.

The steel industry, one of the best barometers of business, is showing about double the produc-

tion of a few weeks ago. The market for stocks, grains and feed is sharply higher; that fear of general collapse of banks, insurance companies and industries is disappearing. Poise, courage and self-confidence is returning to American business men who normally are renowned for intrepidity.

Our Credit Information Exchange Com'te has worked out an excellent plan during the past year for carrying out its purpose.

The National Feed Merchandising Council, of which I am the national chairman, has to report that The Plan of 1930 continues actively in force. Only a few minor infractions of the rules have been reported in the past year and there has been but one withdrawal since our last convention. The work of the Council should emphatically be continued and supported. New federal legislation encourages and justifies this type of work and we feel that when the federal plans in this connection are worked out the powers of trade ass'ns will be greatly increased and their opportunity for benefiting their industries will be greatly enhanced. Along this line a quotation from a speech made on May 10 by Secretary of Agriculture Henry C. Wallace, who addressed our convention of 1930, gives an indication of the possibilities of the future, as follows:

"There is an unusual amount of interest in the agreements section of the farm bill, I find, among the cotton spinners of both New England and the South. Apparently destructive competition has been almost as remorseless in the cotton textile industry as in agriculture. Under this bill it is possible to discipline that recalcitrant minority which has prevented the entire cotton industry from doing some of the things it has long needed to do. By the terms of the new bill it will be one of the responsibilities of the Department of Agriculture to help the affected industries observe a code of ethics which all believe to be sound, while at the same time the rights of the consumer are adequately protected. It is to be hoped that this can be done in the spirit of co-operation rather than in the spirit of compulsion."

When it became evident that the so-called Farm Relief Bill would become a law your chairman wrote Mr. Wallace and offered to bring a com'te of representative feed manufacturers to consult with him when trade marketing rules were to be considered. An appreciative reply was received and we await further developments. In this connection we hope every one of you will have some helpful suggestions for co-operating in this matter.

L. F. BROWN, Chicago, Ill., read his secretary's report, from which we take the following:

Sec'y Brown's Report

The sole purpose of the American Feed Manufacturers' Ass'n is to better conditions in the feed industry. The job continues daily from morning until night and is frequently of a widely diversified nature. Whether it is a matter of reducing running expenses within the organization, of increasing its efficiency, of protecting the interests of the industry by supporting or opposing proposed legislation, of supporting or opposing tariff changes, of protesting inimical freight rates or meeting and adjusting other transportation problems proposed for consideration and adoption and a hundred other matters, it is all a part of the day's work with but one objective.

The Executive Com'te has been convened as often as was deemed necessary.

Legislation: An unusual number of legislative proposals have been presented to state legislatures this year for consideration and action but no proposal thus far receiving serious consideration has been of major peril to the industry. A brief summary of legislation thus far proposed is as follows:

Arizona: House Bill No. 226 regulating the sale and providing for the inspection of feeding stuffs. The only objections made by this Ass'n was to Section 8, which provided that if certain wholesome ingredients were used in a mixed or compounded feed, the true percentage of constituents should be plainly stated on the package and be made known to the buyer at the time of sale. It failed of passage.

Florida: House Bill No. 912 and its companion Senate Bill No. 126 provides that all moneys collected in the name of the state by any agent or department shall be deposited in the general revenue fund of the state and no expenditures made by any department of the state or by any commission, board, or agency except when appropriated by the Legislature. Should it be enacted into law it will affect feed inspection in the state in that funds collected under the feed inspection law cannot be expended for feed inspection until duly appropriated by the Legislature.

Georgia: House Bill No. 599 provided that all feeds, fertilizers, grains and cement in packages equal to or in excess of fifty pounds shall be packed in bags or containers made of cotton. Such an act in the event of its passage shall not become effective until similar legislation has been enacted in the states of North Carolina, Mississippi, Alabama, Louisiana, Texas, Oklahoma and Arkansas. The bill is still pending.

A similar bill in the South Carolina legislature was defeated.

Indiana: House Bill No. 31 permits manufacturers or agents desiring to sell feedstuffs in the state of Indiana in packages of 5 pounds or less to register such feedstuffs in either of two ways: First—the manufacturer or agent may continue to register a feedstuff paying no registration fee but attaching one Indiana state label to each package of such feed. Second—the manufacturer or agent may register the feedstuffs and pay an annual registration fee of \$20 per brand. When this is done it is not necessary for the manufacturer to attach an Indiana state label to packages of feeds of 5 pounds or less.

Maryland: Senate Bill No. 52 provided for a reduction in the registration fee of feedstuffs from \$20 for each brand to \$15 for each brand. The bill further provided that all packages of feeds mixed according to the formula furnished by the consumer should be plainly marked or tagged on the outside of the package with the words "mixed to order," together with either a statement of the name and amount of each ingredient contained therein or the guaranteed analysis and the name of each ingredient and such sales should be subject to an inspection tax of 5c per ton—that for the purpose of computing or ascertaining the amount of such inspection tax, a statement under oath should be filed on or before the 15th day of January of each year giving the total number of tons sold during the preceding calendar year and providing a penalty for failure to file such a statement. The latter portion was deleted from the bill and portion providing for a reduction in the license fee became law.

Missouri: Senate Bill No. 225 imposed the same restrictions upon fees collected for feed inspection as provided in Florida bill 912. This bill became a law.

New Hampshire: House Bill No. 341 provided that the provisions of the feed inspection act should not apply to the sale of concentrated commercial feedstuffs known and sold locally by the name of one of a group of local individuals purchasing collectively and composed of ingredients specified by a special formula of such purchaser. Bill failed of passage.

Ohio: Substitute Senate Bill No. 255 is pending in the Ohio Legislature. It provides for a change in the manner of collecting revenue from the present \$15 registration fee on each brand to a \$3 registration fee on each brand and an 8c tonnage tax to be collected thru the medium of the purchase of tax tags or stamps to be affixed to each package. This legislation has but little chance of being enacted.

Oklahoma: House Bill No. 60 proposed to increase the inspection tax on feeds from 10c per ton to 25c per ton. Defeated.

Pennsylvania: House Bill No. 680 provided for a graduated brand license fee based upon the tonnage sold during the preceding year as follows: 150 tons or less, \$5 per year; more than 150 tons and not more than 300 tons, \$10 per year; more than 300 tons and not more than 500 tons, \$15 per year; more than 500 tons, \$25 per year, with the exception that for pure by-products of wheat, rye, buckwheat and pure corn meal, the fee shall remain as at present, \$5 for each brand, regardless of tonnage sold.

The bill further provides that any manufacturer voluntarily paying the maximum fee of \$25 per brand shall be relieved from the necessity of filing an affidavit showing the amount of each brand of feed sold during the preceding year as a basis for determining the license fee for the following year.

Tennessee: House Bill No. 477 amends the present feed inspection law by providing that any mixer or grinder in the state who shall grind or mix with any feeding material belonging to any person or persons materials not purchased by such person or persons, such mixer or grinder shall furnish such person or persons with a signed statement truly certifying the amounts and grades of ingredients contained in the feed and shall be required to pay the 20c per ton inspection fee provided for in the Tennessee law. This bill became law.

Tennessee: House Bill No. 281 sought to amend the penalty clause of the feed inspection law by providing that anyone found guilty and convicted of a violation of any provisions of the Act should be prohibited from engaging in the business of selling or distribution of any feedstuffs for a period of six months following such conviction. Defeated.

Washington: House Bill No. 149 providing for a registration fee of \$6 for each brand of feed registered for sale in that state became law.

West Virginia: Senate Bill No. 159 provided for the payment of a fee of \$5 for the registration of each brand of feedstuffs manufactured by resident manufacturers and that all other manufacturers should be required to pay a fee of \$15 for the registration of each brand. This bill became a law without the approval of the Governor.

Wyoming: House Bill No. 220 sought to transfer the enforcement of the feed inspection law to the Director of State Farms. Defeated.

Draft Protection: Senate Bill No. 4034, introduced in Congress by Senator Shepherd of Texas, to provide that transfers for collection of

negotiable instruments shall be preferred creditors of national banks in certain cases, passed the Senate during the 72nd session but failed in the House due to the persistent opposition of Congressman Steagall, chairman of the House Committee on Banking and Currency. It is more than probable that this bill will be introduced at the next regular session of Congress, but unless the opposition of Congressman Steagall can be overcome, the prospects for a favorable consideration are remote.

Modification of Tariff on Blackstrap Molasses: The investigation being conducted by the U. S. Tariff Commission on this subject is still under way. A hearing was held last February on the proposal to increase the present duty on blackstrap molasses under the flexible tariff provision by 50% of the present duty.

Price Fluctuation Charts: The Ass'n continues its practice of issuing price fluctuation charts semi-annually for distribution to our members showing the average monthly price fluctuations on the principal materials used in the manufacture of mixed feeds.

Feed Manufacturers' Credit Exchange: The discussion held at our last meeting relative to the desirability of inaugurating some system for securing credit information, has crystallized in the organization and incorporation of the Feed Manufacturers' Credit Exchange by a group of members, and while the Ass'n as such is not identified in this movement, its office facilities have been made available to the Exchange. Monthly reports of unsatisfactory credit accounts are issued to Exchange members only. This service is available to members of this Ass'n without cost. Other feed manufacturers may subscribe for such service by the payment of a \$10 annual fee, but no manufacturer is admitted to membership unless he or they furnish the Exchange with their unsatisfactory credit accounts. The Exchange assumes no responsibility for the accuracy of the reports. They are distributed just as received without comment and without the name of the party furnishing same being revealed.

Brand Names of Feeding Stuffs: We continue our card index list of brand names of feeding-stuffs, which is steadily growing and liberally consulted by manufacturers at such times as they contemplate the selection of new brand or trade names. The Ass'n office gladly furnishes such information as the index contains to any interested party.

Digest of Feed Laws: One copy of our Digest of Feed Laws containing the principal requirements of state feed inspection laws as well as the requirements of the Federal Food and Drugs Act as applied to interstate shipments of feedstuffs, together with the name, title and postoffice address of Feed Control Officials and the name and location of State Agricultural Experiment Stations and State Agricultural Colleges, is loaned to each active member of the Ass'n during term of membership.

A general revision will be undertaken as soon as the legislatures have finally adjourned for the year. By resolution of the Executive Committee a second copy of this work is loaned to active members of the Ass'n paying annual dues of \$300 or more.

It is pleasing to be able to again report that the relations heretofore existing between the Association of American Feed Control Officials and our organization continues to be of a most cordial nature.

Membership: The fiscal year of the Ass'n just closed has been the most trying in the entire history of the organization from a financial standpoint. In times like these, trade ass'n dues are frequently selected as an item to be temporarily deleted in the preparation of budgets and our organization has severely felt the application of this policy. In our particular case, we last year reported a membership of 133. During the year but two new members were added to our membership roll and there were twenty-two resignations or suspensions for non-payment of dues or for other reasons, so that our membership at the close of the fiscal year May 31, was but 113. Nevertheless by exercising strictest economy we report expenditures not in excess of income.

R. M. FIELD, traffic manager, in his annual report said: The Traffic Com'te has felt that the less transit matters are aired before the Commission the better it will be for all concerned. The railroads introduced at the Chicago hearing in April, 1932, Agent Boyd's tariffs Nos. 220 and 221, containing transit rules and regulations and lists of commodities which they said they proposed to apply in connection with the rates established by the Commission's decision, believing these rules, regulations, etc., to be reasonable. The traffic com'te decided that rather than have the Commission prescribe a set of transit rules, etc., which might or might not be satisfactory, it would be the part of wisdom for us to say to the Commission that we were willing to accept the rules, regulations, etc., prescribed by the railroads in these tariffs, subject to some minor differences and changes which we feel we could work out satisfactorily with the railroads themselves. These rules are reasonably satisfactory to us and this procedure would leave them in such flexible shape so that they could be amended and changed as necessity and changing conditions might jus-

tify. We do not want hard and fast rules where we have to appeal to the Commission for every change or new addition.

W. C. GEAGLEY, Lansing, Mich., pres. of the Ass'n of Feed Control Officials, spoke on the "Benefits of Co-operation in the Feed Industry," touching on batch mixing as follows:

Let me discuss briefly so-called "batch mixing" or "mixing on order" and its relation to you as manufacturers and to us as control officials. What is the occasion for and why are we confronted in many instances with this hit or miss practice? Prices possibly play an important part, as also does the attempt to use up surplus products. The belief of many individuals that mixing feeds is a simple problem, and that an easy dollar is obtainable, is also a factor.

Regardless of all of the reasons, "batch mixing," "mixing on order," or by whatever name it is called, is responsible for unfair, ruinous competition, the lowering of quality of commercial feeds, and actual economic losses to purchasers and users of this type of unbalanced, inadequate, misrepresented product. Adequate steps should be taken by every state official for a more concerted regulation of this phase of commercial feed manufacture and distribution. Its unregulated tolerance is forcing manufacturers to meet this form of competition, with the inevitable lowering of quality and standards. Therefore it is no wonder that users are losing confidence in commercial feeds.

Control officials, naturally, are limited to the authority given them by legislative bodies, and it is not an easy task to get additional authority to meet a situation such as this. Possibly new amendments to our feedstuffs laws will be necessary to cope with this condition. In any event, it will require the assistance of feed manufacturers to straighten out a bad situation.

Any one engaging in the manufacture and
[Concluded on page 426]

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Feed Dealers Object to Manufacturers Selling Direct

The close attention and enthusiasm which has become characteristic of the meetings of the Central Retail Feed Ass'n was again in evidence throughout the eighth annual meeting of the ass'n held in Milwaukee June 5 and 6.

The first day's session was called to order by Sec'y D. K. Steenbergh in the Green Room of the Schroeder Hotel. H. H. Hauge of the Nebraska Consolidated Mills was introduced and proceeded to lead the audience in stirring songs, particularly appropriate to any gathering in Milwaukee.

EDWARD LA BUDDE, pres. of the Milwaukee Grain & Stock Exchange, was introduced by Pres. James H. Vint, Union Grove, Wis. After a cordial message of welcome to the city, Mr. La Budde urged the members to exert all efforts to increase the membership in the ass'n, calling attention not only to the advantages to be derived, but to the greater influence wielded by an ass'n having a representative membership.

PRES. VINT in his annual message said, "We have just gone through a period of great difficulties, in fact the worst years many of us have ever known. I have gone through other depressions and I am inclined to think the past three years were worse than others, especially the depression of 1893. Regardless of the depression our membership has held up pretty well. Our industry, I think has suffered more than many others, our credit has been strained, but we are coming out of it now, and all should have better business from now on.

"Our membership should be doubled. We have held several district meetings in order to keep up interest. I suggest a real organizing effort be made to add new members. Get your competitor to join. He is interested in the same things you are, and after he joins and meets with us and you have a chance to talk to him at the meetings you will find that he is not half as bad as you think.

"The bill regulating portable grinders was defeated by one vote. If real effort had been put back of this bill it would have been passed. Only three or four members took enough interest in its passage to give it support. We must give closer attention and sincere co-operation in all matters affecting the industry."

ROY L. STONE, vice-pres. 1st Wisconsin Nat'l Bank, in his address on Banking and Business discussed the cause and effect of the recent bank holiday. He reviewed at length the functions of a bank and its relation with business, and explained just how a bank can be of real help in the restoration of normal business. He blamed politics for the great number of banks which were operating before the depression saying: There are 48 states, each of them working on a different basis. Each of those states has chartered banks which should never have been chartered. Politics played its part in obtaining those charters. The result was the opening of many unsound institutions. Out of a total of \$43,000,000,000 in bank deposits over the country, however, only \$3,000,000,000 is tied up in banks not yet opened.

Adjourned for luncheon.

Monday Afternoon Session

HERMAN STEEN, sec'y Millers Nat'l Federation, explained in detail the various provisions of the new Agricultural Relief Bill, calling attention, first, to the fact that the processing tax will not be applicable to grinding of grain for consumption by poultry and animals. This was, of course, enthusiastically received by those present.

After reading the report of the Treasurer,

Sec'y Steenbergh read his report from which the following is taken:

Sec'y Steenbergh's Report

We are meeting today for our eighth annual convention at the dawn of a new and brighter business era.

The ass'n's year which ended May 31, 1933, was a very active one and much was accomplished for the benefit of our industry despite the fact that our efforts were greatly handicapped because of decreased membership and, as a consequence of this, less money to work with.

To conserve the funds of the association, the executive committee held only three meetings this past year, the first was at Milwaukee, June 21, the second at Wausau, October 3 and the third at Milwaukee, March 21.

District meetings, directly arranged and sponsored by the Central Retail Feed Association were held in the following towns during the past year: Spooner, Amery, Jefferson, Wauwatosa, Burlington, New Richmond, Waukesha, Fond du Lac, Portage, Janesville, Eau Claire, Wausau and Green Bay. This indicates that we had district meetings at 13 different places and at some of these towns as many as four different meetings were held during the year. In addition to these directly sponsored meetings, of course, the various groups organized and helped through the efforts of the Central Retail Feed Ass'n, held a large number of meetings for which they made their own arrangements and sent out their own notices. Eight of the association sponsored meetings held this spring were arranged in cooperation with Prof. J. G. Halpin, head of the department of poultry at the University of Wisconsin college of agriculture. Poultry diseases were discussed at these meetings and the university speakers were Professors G. E. Annin and J. B. Hayes.

The Central Retail Feed Association was particularly interested last year in one national and two state legislative matters. In connection with the farm relief bill, now a law, the association was particularly interested in having specific exemption from processing taxes for grist and grain milled for feed. This exemption was not included in the original bill but is part of the present law. Our association and our members, of course, aided in bringing the necessity for the exemption to the attention of the law makers at Washington.

Changes in Feed Inspection Law.—The joint committee on agriculture of the Wisconsin assembly and senate has been making an investigation of the Wisconsin Department of Agriculture and Markets. The Central Retail Feed Association was interested in this investigation particularly because of the fact that feed, seed and fertilizer control work is handled through the department. On invitation of the joint legislative committee, therefore, your secretary made a special trip to Madison to testify during the investigation and as a result the members of your executive committee, together with representatives of the feed manufacturers and feed jobbers were called into conference to discuss proposed changes in the feed inspection law. This conference was held in connection with our executive committee meeting at Milwaukee on March 21.

Licenses for Portables.—The third legislative matter of special interest to our ass'n was Bill 778-A providing for county licenses for all portable mills operating in Wisconsin. Two hearings on this bill were held before the assembly com'te on agriculture and all our members were notified in advance of each hearing. Your secretary attended the first hearing on April 25 and was practically alone in support of the bill while more than 50 portable operators and portable manufacturers testified against it. Several feed dealers including our director, John A. Becker, and H. H. Humphrey testified in favor of the bill at the second hearing May 2 but the preponderance of evidence, on the basis of numbers and volume at least, was again presented by the other side. The members of our association and other Wisconsin feed dealers were weak in

not putting greater effort behind this bill and as a result the author of the bill withdrew it from the com'te on May 15.

Bulletins, for example, kept our members posted on such topics as the electrical energy tax, seed loans, etc. In accordance with instructions by motion at the last convention, the ass'n compiled a list of wholesalers doing business with its members and advised all these wholesalers as to the correct definition of a retail feed dealer. This was done in the belief that most wholesalers prefer to do business with retail feed dealers and toward this end the ass'n agreed to give practically instantaneous service to any wholesaler who cared to inquire of the ass'n whether or not any individual firm qualified under our definition.

Co-operation with Traveling Feed Salesmen.—During the past month the association started compiling a list of salesmen calling on the feed trade thruout its territory. These salesmen had individually often expressed a desire to co-operate with the association in its activities and we are now arranging to keep them informed with respect to all association activities and to enlist their help toward increasing our membership and boosting attendance at our district meetings and conventions. We hope that through this work a united salesmen's club may be organized as an auxiliary to our ass'n.

Power Rates.—The most extensive and most expensive special work of the association during the past year was carried on by the electric power rate com'te appointed, on mandate of the last convention, to consider what could be done to secure lower power rates for feed grinding. Members of this committee were Roland Reinners, chairman; Walter Uebele and W. N. Knauf and \$86.55 was spent during the investigation despite the fact that members of the committee served without pay and without even submitting expense accounts in connection with their necessary traveling. The work was done in co-operation with the rates and research division of the Wisconsin Public Service Commission and questionnaires to get necessary information were mailed to all feed dealers in the state of Wisconsin. Mr. H. Zinder of the Wisconsin Public Service Commission prepared a complete report from his analysis of the survey data.

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Calcium, carbonate, phosphate	Molasses
Cocanut oil meal	Oyster shell, crushed
Cod liver oil	Peanut meal
Charcoal	Peat moss
Commercial feeds	Phosphates, rock
Corn germ meal	Potassium, chlorid iodide
Cottonseed meal, cake	Poultry grits
Feed mixers	Salt
Feed concentrates	Sardine oil
Feeders for mills	Screenings
Fish meal	Sesame meal
Formulas	Skim milk, dried
Gluten, feed, meal	Soybean, meal
Hammer mills	Tankage
Iodine	Vegetable oil
	Yeast for feeding

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PRES. VINT appointed the following committees:

AUDITING: J. A. Becker, Monroe, Wis.; Roland Reinders, Elm Grove, Wis.; William Frank, Jefferson, Wis.

NOMINATING: D. R. Mihills, Fond du Lac, Wis.; H. H. Humphrey, Wausau, Wis.; Colby Porter, Fox Lake, Wis.; O. W. Trindal, Loyal, Wis.; W. J. Borst, Brooklyn, Wis.; J. M. Brown, New Richmond, Wis.

RESOLUTIONS: L. J. Hartzheim, Beaver Dam, Wis.; J. McGurk, Helenville, Wis.; A. H. Lois, Bassett, Wis.; S. G. Sorenson, Tomah, Wis.

THE FEED DEALER'S FORUM

Discussions of problems effecting the industry, and the exchange of ideas got under way, and held the close attention of the delegates.

J. M. BROWN, New Richmond: I think getting and staying on a cash basis is the most important thing. Our profits are assured, and we get on more friendly terms with our customers.

FRANK BROBST, Chicago: In order to get a full hearing by the new Industrial Control Committee, at least 50% of an industry must be members of their respective associations. We have to go out and get these members or lose whatever benefits may accrue. We have a specific job to do, and to get recognition we MUST get more members.

PRES. VINT: It's up to the members to urge all dealers in their adjacent territory to join this ass'n. The officers have made every effort to get these non-members to join, but knowing them personally you are in a better position to interest them in the ass'n, than the officers who are total strangers to them. You complain about unfair trade practices. If you will all do your part and get your competitors and dealers in neighboring towns to join it will not be a hard matter to eliminate these practices.

CARL MARKS, Milwaukee: We operate on a cash basis. I know it can be done. It's working very satisfactory for us.

L. J. HARTZHEIM, Beaver Dam, expressed considerable doubt that any dealer is on what could be called a strictly cash basis. It was his contention that it is impossible to get away from extending a little credit occasionally, because of the fact each dealer is confronted by different conditions.

ROLAND REINDERS, Elm Grove, asked if any of those present were getting 95% cash on their sales. Several stated they did, after which Mr. Reinders stated they allow 2% discount for cash on delivery. We do not take post dated checks. We will, however, hold a check three or four days on request.

I. K. MAYER, Beaver Dam: Every load of feed that goes out of our plant is paid for. I was the first in our territory to adopt the cash basis.

O. W. TRINDAL, Loyal, told of his method of doing business and his unique way of collecting old accounts.

The Banquet

Nearly 500 attended the elaborate banquet and greatly enjoyed the floor show provided through the courtesy of the Milwaukee Grain & Stock Exchange, under the direction of J. W. Juono, C. Q. Dunlap, W. C. Holstein, H. W. Kasserow, G. W. Kruse and O. R. Sickert. The floor show consisted of 24 high grade singing and dancing acts, augmented by a nine-piece orchestra. Between the acts the guests danced. Beer was served throughout the evening through the courtesy of the Schlitz Brewery.

Tuesday Morning Session

C. D. MORRIS, of the Western Railways Committee, Chicago, was introduced by Pres. Vint. From Mr. Morris' talk on Railroads and Prosperity we take the following:

There is no more economic justification for the building of a waterway for transportation purposes unless there exists definite assurance that its use will produce a profit on the invest-

ment than there is for building a line of railroad that does not promise sure returns. Since the building of railroads is done by private capital no new lines are now being built. The development of our rivers, however, being paid for through taxation, is quite a different matter. Not only are we pouring millions of dollars into our rivers each year, apparently without regard to the economic need therefor, but are seriously considering one or two new projects that will cost upwards of a billion dollars, neither of which can be justified on economic grounds. The canalization of the St. Lawrence river will have to be built at enormous expense. If it is proposed to charge such tolls for its use after completion as will pay returns on its cost, the amount of its traffic will be limited indeed, since it will be less expensive to ship by rail, to say nothing of the greater convenience and the saving of time. Nor does it promise any special benefit to cities located on the Great Lakes.

It is also well to remember at this time that we already have sufficient transportation facilities to meet all our needs. If you were seeking a location for a feed store you would not select a community having more such establishments than it can support. We already have a most convenient, safe and economic transport agency, entirely adequate to provide all the service we need. Is it wise to pay for another through taxation when the best it can do is to cripple the agency we already have, greatly reducing its ability to serve us and at the same time materially add to our already excessive burden of taxation?

And what is said here with respect to river transportation can, with equal truth, be said with respect to commercial transport on our public highways. Since 1920 we have expended something like twenty billions of dollars on our highways, greatly increasing our governmental costs, the original purpose never having been to provide a roadbed for commercial transport. Many of these highways are being rebuilt today for the reason that they were not intended for the class of traffic to which they have been subjected. Assuming that the highways belong to the people and that they have a right to use them for whatever purpose they may desire, is there any earthly reason why they should be used for commercial purposes without adequate payment therefor? There is no economic justification for the people taxing themselves to build a public highway for the use of those engaged in commercial transport upon any other basis than a self-supporting one. If it be right and proper, in a country devoted to equal rights, to subsidize the boat line and the motor truck to the extent of providing them with a roadbed, the same concession ought in justice be made to the railroad.

H. ZINDER, of the Wisconsin Public Service Commission, read an interesting paper on Power Rates, presenting the facts developed from a careful investigation. It will be published in a later number.

SUCCESSFUL COLLECTION METHODS always a topic of great interest to retailers was discussed at great length by S. O. Blair, Minneapolis, vice-pres. Farm Service Stores. His address will be published later. Mr. Blair put his vast fund of stories to good use in the amusement of his auditors.

John A. Becker read the report of the auditing committee, approving the treasurer's report which was unanimously adopted.

L. J. Hartzheim for the Resolutions Committee read the following resolutions which were adopted:

RESOLUTIONS ADOPTED Selling Direct

WHEREAS it has been the policy of some manufacturers, wholesalers and jobbers to sell direct in carlots to other than feed dealers as defined in Section 1, Article 3 of the By-Laws, we as members of this association claim that this is an unfair trade practice and should be discontinued, therefore be it

RESOLVED that the secretary of the association ask all manufacturers, wholesalers and jobbers operating in this state to discontinue such practice, and be it further

RESOLVED that a committee of three members be appointed to report to the executive committee on their findings of complaints against manufacturers, wholesalers and jobbers guilty of such practice.

Greater Membership

Realizing the need for a greater membership in order to carry out a program of expansion and increased activity, and to solve the increasing and complicated problems arising from the past few years of unsettled economic conditions, be it

RESOLVED that the president of this association be given the power to appoint one member of the association from each county in the territory served by the organization to act as a membership captain, and be it further

RESOLVED that these captains cooperate and work under the executive committee of the

association and be given the privilege of using whatever plans they believe will be effective in increasing the membership subject to the approval of the executive committee.

Thanks

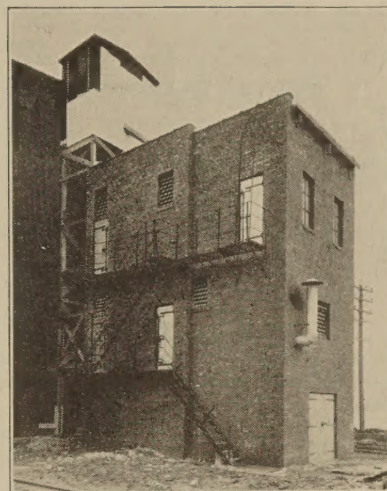
Sincere thanks and appreciation were tendered to the following who contributed to the success and entertainment of the convention: Milwaukee Grain and Stock Exchange, Milwaukee Association of Commerce, Schroeder Hotel, R. L. Stone, Herman Steen, C. D. Morris, H. Zinder, S. O. Blair, Blatz Brewing Company, Schlitz Brewing Co.

D. R. Mihills read the following recommendations of the Nominating Committee: J. E. Davis, Amery, Wis., pres.; Roland Reinders, Elm Grove, vice-pres.; Philip Kohl, Waupun, treas.; W. N. Knauf, Chilton, to be director for three years to succeed J. A. Becker, Monroe.

The rules suspended to allow the sec'y to cast the unanimous vote for the election of the new officers.

Tuesday Afternoon Session

Again the Blatz Brewing Co. was host to the visitors in the Old Heidelberg Room, serving an elaborate buffet luncheon consisting of all varieties of cold meats and cheese, and, of



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course, copious quantities of Heidelberg with which to wash them down. A concertina player with the able assistance of Herman Deutsch, delighted all with their rendition of popular German ballads.

Adjourned *sine die*.

Convention Notes

Spinning bottle openers were distributed by Donahue-Stratton Co. and Arcady Farms Milling Co.

The Milwaukee Grain & Stock Exchange presented each lady with a box of candy.

Froedtert Grain & Malting Co. held open house and passed out cigars.

Pittsburgh Plate Glass Co. and Fieldman Bag Co. presented pencils to each registrant.

Leonard Keefe was very much in evidence everywhere, making sure that each visitor was enjoying him or herself, and looking after every need.

Flanagan—of course, he was there.

Feed Manufacturers Optimistic

[Continued from page 423]

distribution of commercial feeds should be willing to conform to reasonable regulation, else he should not be permitted to engage in such business. Further, there is no occasion for the conferring of special privileges on any group or class because of the so-called "depression."

In the afternoon the qualifying round of the golf tournament was played.

CLIFFORD V. GREGORY, Chicago, delivered an address on "The Outlook for Agriculture" at the opening of the Friday morning session.

A discussion followed on the procedure to be taken in co-operating with the government under the industry control act. It was decided to leave the matter to a new com'te to be known as the National Program Com'te.

Resolutions Adopted

Resolutions were adopted thanking those who had contributed to making the meeting a success, the speakers, the officers, the donors of prizes, the trade papers and the hotel management.

A resolution was adopted commending the Century of Progress Exposition's agriculture, dairy science and poultry exhibits.

Extending Ass'n to All Parts of Country

That the executive com'te be requested to make territorial divisions of the country and that when such divisions shall have been made the president appoint a representative from each division to function for the ensuing year in an advisory capacity to the executive com'te; and it is further suggested that the executive com'te consider and if deemed practical prepare a plan of reorganization along territorial lines as above indicated for presentation and consideration by the Ass'n at its next annual meeting.

OFFICERS ELECTED for the ensuing year are: Pres., C. A. Coddington, Cayuga, N. Y.; first vice-pres., G. G. Keith, Nashville, Tenn.; 2d vice-pres., D. G. Lowell, Minneapolis, Minn.; 3d vice-pres., H. Roy Eshelman, Lancaster, Pa.; sec'y, L. F. Brown, Chicago, Ill.; treas., W. R. Anderson, Milwaukee, Wis., and traffic manager, R. M. Field, Chicago, Ill.

Executive com'te: W. E. Suits, Chicago, Ill., holdover; H. L. McGeorge, Memphis, Tenn., elected for a term of 3 years; D. W. McMillen, Chicago, Ill., holdover; Searle Mowat, Detroit, Mich., elected for a term of 3 years; A. F. Seay, St. Louis, Mo., holdover; W. D. Walker, Chicago, Ill., holdover.

The board of directors is composed of C. B. Fretwell, Spartanburg, S. C.; H. A. Abbott, Chicago, Ill.; J. M. Adam, St. Louis, Mo.; C. N. Barrett, Minneapolis, Minn.; J. J. Ferguson, Chicago, Ill.; J. H. Gambrell, Jr., Frederick, Md.; G. E. Hillier, Cedar Rapids, Iowa; C. C. Lewis, Buffalo, N. Y.; L. C. Lord, Cincinnati, O.; F. J. Ludwig, Boston, Mass.; H. L. McGeorge, Memphis, Tenn.; Searle Mowat, Detroit, Mich.; M. M. Nowak, Hammond, Ind.; A. C. Palmer, Waverly, N. Y., and G. J. Stone, Fort Worth, Tex.

Adjourned for golf tournament and *sine die*.

The Vitamin D Test

By H. A. HALVORSON,
Minnesota Chief Chemist.

In rations used in animal feeding, the only commonly-lacking vitamin is vitamin D. The absence of vitamin D in a ration for growing animals or poultry is apt to be the cause of rickets. A feed which is deficient in calcium, phosphorus and vitamin D is called a rachitic ration, because it does not have the property of preventing rickets. If a substance rich in vitamin D is added even in small amounts to a rachitic ration, it enables the growing animal to properly assimilate the calcium and phosphorus. The ration is then said to be anti-rachitic, because birds and animals to which it is fed develop strong, healthy bones with the proper amount of calcification.

Since good cod-liver oil is rich in vitamin D, it is that material which has been most commonly added to the rations of growing chicks. Cod-liver oils from different sources and produced under good and bad conditions of manufacture are apt to vary in vitamin D value. Numerous substitutes for cod-liver oil and other products known to have vitamin D potency have appeared on the market recently. The testing of all of these substances, naturally, is an important matter in the protection of the farmers and other users.

Satisfactory chemical tests have not yet been devised for determining the relative vitamin D potency of foods. The only approved method of assay is the experiment involving the actual feeding of rats and chicks under the most carefully-controlled conditions.

Testing.—We use day-old white leghorn chicks in preference to white rats. The chicks are divided into groups of from ten to fifteen each. Each group is weighed collectively on the day the experiment is begun. Thereafter, at weekly intervals for four or five weeks, the chicks are weighed individually, and records are kept of the weights. At the end of the first week, each chick is identified by a metal tag attached to its wing. The number of groups used will depend upon the number of levels at which it is desired to test the oil or other vitamin-containing product.

In our laboratory, we generally use, in addition to the negative control group, three groups of chicks on each product being tested. One negative control group may serve for several products being assayed at the same time. The control group is fed the rachitic ration without the addition of any substances containing vitamin D. When a cod-liver oil is assayed, the three groups receive, respectively, $\frac{1}{4}\%$, $\frac{1}{2}\%$ and 1% of the oil mixed with the rachitic ration. All groups receive a fresh supply of iodized distilled water daily. The feeding troughs are so arranged that the chicks cannot scatter the feed, which enables the experimenter to keep an accurate record of the food consumed by each group. From this feed consumption of the groups, we are able to calculate the average food consumed by each bird. The average food consumed by the birds in the negative control groups and in groups which are fed a supplement deficient in vitamin D is noticeably less than in groups receiving an adequate supply of vitamin D.

At the end of the feeding period, the birds are killed, and the lower leg bone or tibia of each is removed. The dried bones are next extracted with hot alcohol for twenty hours, followed by ether extraction for a like period. The percentage of ash in the entire crushed leg bone from each chick is then determined. A comparison of the ash content in the leg bones of chicks in the control group and in the groups receiving the addition of a vitamin D containing oil or other substance gives us a measure of the potency of the products tested. A few figures may serve to show the startling effect of the addition of only minute quantities of substances highly potent in vitamin D.

Highly Effective.—The average bone ash content of the chicks in the negative control

group which is the group receiving no vitamin D will vary from approximately 30% to 33%. In groups of chicks being fed in exactly the same manner as the negative control group, but with only the addition of as little as $\frac{1}{4}\%$ of a good cod-liver oil to the ration, the effect is to increase the bone ash content of the chicks to around 46% to 48%. The strength or the potency of the oil or other substances being tested for vitamin D is judged by the amount necessary to produce chickens free from any indication of rickets. We have noted that the addition of larger amounts than the minimum required to produce the high bone ash mentioned seldom serves to increase the percentage.

Blows Grain Without a Fan

BY TRAVELER

"What do you think of cleaning machinery in a country elevator?" asked N. H. Swanson, Lynn Center, Ill., a few days ago.

"Well, that depends upon the grain, the territory, and the elevator," we hedged.

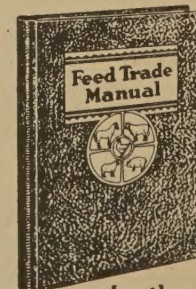
"I dislike to load dirty grain into a car," said Mr. Swanson. "So I've been doing a sort of cleaning job with the wind that blows thru the driveway. It takes a lot of the chaff and dust out of it and mixes the grain more thoroughly. Peculiarly I've noticed that most of the grain I send to market sells near the top price for the grade on day it arrives. I've got some barley running now. Maybe you'd like to look at it."

He took us out to where a light stream of barley was flowing from an overhead bin above the driveway and falling into the dump pit. On the windward side of the pit opening was a baffle board extending the width of the driveway and about four feet high. This was sloped, to catch the grain blown out of a straight downward path and direct it back into the pit. Trailing out from the end of the driveway in the direction of the wind was a cloud of fine dust and chaff.

"I can do this only when the wind is right," explained Mr. Swanson. "If the wind is gusty I have to stand here and regulate the flow from the overhead bin, which is difficult since you can't tell when the gusts are coming and when they are going to die down. It would be much better if I had a mechanical cleaner. I been thinking about putting one in if I could get it at the right price."

"Another thing I've been thinking of is putting in a grate to replace this heavy trap door to dump, which must be lifted up and down many times a day. A grate would make it a lot easier to unload trucks."

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Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double; left hand pages are ruled for information regarding "Sales" and "Shipments"; right hand page for "Returns". Column headings provide spaces for complete records of each transaction, one line. Book contains 80 double pages of ledger paper, size 10¼x16 inches, with 8-page index. Spaces for recording 2,200 cars. Bound in heavy canvas with keratol corners. Weight, 3¼ lbs. Order Form 14AA. Price \$3.10, plus postage.

Grain Shipping Ledger for keeping a complete record of 4,000 carloads. Facing pages are given to each firm to whom you ship and account is indexed. Book contains 80 double pages of ledger paper with 16-page index, size 10¼x15½ inches, well bound with black cloth covers and keratol back and corners. Weight, 4 lbs. Order Form 24. Price, \$3.25, plus postage.

Shippers Record Book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9¼x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of each shipment. Bound in heavy black cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$2.85, plus postage.

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Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." Contains 200 pages of ledger paper size 9¼x12 inches, providing spaces for 4,000 loads. Bound in heavy boards with strong cloth covers and keratol corners and back. Weight, 2 lbs. Order Form 380. Price \$2.50, plus postage.

Receiving and Stock Book is arranged to keep each kind of grain in separate column so each day's receipts may be easily totaled. It contains 200 pages linen ledger paper size 9½x12 inches, ruled for records of 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2¼ lbs. Order Form 321. Price \$2.50, plus postage.

Grain Receiving Ledger has 200 pages linen ledger paper and 28-page index, 8½x13½ inches, numbered and ruled for 44 entries. Well bound in pebble cloth with keratol back and corners. Weight, 3 lbs. Order Form 43. Price, \$3.25, plus postage.

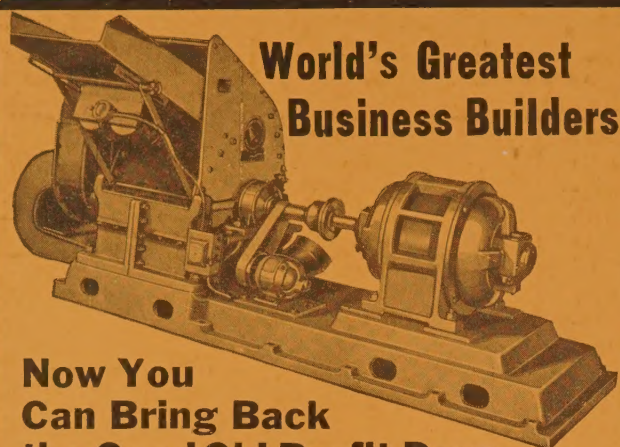
Form 43 XX contains 428 pages. Shipping weight 4½ lbs. Price \$5.25, plus postage.

Grain Scale Book is designed to assign separate pages to each farmer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages and 28-page index, of high grade linen ledger paper 10¼x15½ inches. Each page will accommodate 41 wagonloads. Well bound with heavy board covers with cloth sides and keratol back and corners. Weight, 4½ lbs. Order Form 23. Price, \$4.00, plus postage.

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